



Janet Marshall, speaking to the large crowd after receiving the prestigious Women in Property Award at the Auckland Property People Awards in early November.

Janet Marshall with husband Paul and their daughter Katherine.

Janet Marshall receives prestigious property award

By Aidan Bennett

At Channel Magazine we love celebrating success. During November we were thrilled to learn that Janet Marshall of Colliers International North Shore had received the prestigious Women in Property Award at the Auckland Property People Awards. The fifth annual lavish industry awards dinner, that was attended by cabinet ministers and industry leaders, was held on Friday 1st November at The Hilton Auckland.

The Awards celebrate the people in property; recognising excellence in leadership and innovation in the Auckland property industry and celebrating outstanding contributions to our industry and the local economy. The judging panel consists of an extremely high calibre group of Auckland property professionals from a range of disciplines within the property industry – providing reputability and ensuring equality in the judging process.

The award organisers had this to say about Janet in making the award: “This year’s Women in Property category featured a list of highly respected, successful women, but Janet stood out not only for her illustrious career as a property broker, but also because of her significant contribution to the North Shore community which makes her a role model for other women in the industry. The judges were impressed with her tireless work ethic, which has enabled her to rise from humble beginnings to paving the way for greater diversity within her organisation and the community at large.”

Janet was encouraged to enter the awards by her proud daughter Katherine who was on hand – along with husband and father Paul – to see her win and accept the award.

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Janet is currently a Director and Manager (Commercial) of Colliers International. She is the only female director in the commercial broker sector in Auckland.

Brought up in England, Janet Marshall emigrated to New Zealand with her husband Paul and young family, son Cieran and daughter Katherine, back in 1995.

She had a background in administration and first got into commercial property when she joined Colliers North Shore’s office, then owned by Andrew Hiskens, back in 2002. Her initial role was office manager for Andrew and he became a mentor. He soon saw her potential and pushed her to become a commercial broker

in 2005. In that same year Janet picked up Colliers award as ‘Rookie of the Year’ and she had clearly found her niche.

“I loved working with Andrew and he encouraged me a great deal,” said Janet Marshall when I met her for a chat about her success at her Takapuna office in mid-November. “Both Andrew and Jimmy (O’Brien) have played big parts in pushing me to be the best I can be in the industry. I can’t thank them enough.”

Those who deal with Janet Marshall understand the level of professionalism and thoroughness she brings to her industry. And it is not an industry – commercial property broking – that is over-populated with women brokers. So she stands out as a real leader.

“Right from the start integrity and following through were important qualities that I was determined to stick too and I have never wavered from them,” explained Janet. “I have always liked helping people and I maintain very high standards. If I say I am going to do something, I do it. Clients appreciate that and they enjoy working with me. I have wonderful clients who are very loyal.”

“I have always wondered why we don’t have more women as commercial brokers. Maybe they feel they don’t have the right attributes for the business? But I don’t think it should be about gender. I have had success by just being myself and I firmly believe more women should do it. You do need mental toughness, confidence and to just get on and do it. And an ability to not take things personally. I really don’t believe it’s a man’s world. It’s a great career with good rewards.”

Janet says that the market continues to be strong with good quality investments in high demand. She used examples of the interest in two properties being marketed in Cowley Place in the Rosedale area as an indication of the demand.

“We have had more enquiries than ever in these two properties, a huge amount of interest. There is a great deal of competition in the market and a number of large tenants in the market as well.”

In the days prior to our chat Janet had also just confirmed a deal for a major corporate tenant to lease over 1000 square metres of office space in the building located at 1-7 The Strand in Takapuna – previously occupied by North Shore City Council and Auckland Council. ●