

Scott Williams manages the analytics and research that drives Lincoln Property Company's development and acquisition businesses for the North and South Carolina offices and is also a member of the local development team. He is responsible for approvals of any principal risk that Lincoln takes across the platform and plays a lead role in Lincoln's institutional capital relationships. Scott brings over 25 years of relevant work experience across various industries, which afford him a unique perspective on commercial real estate from idea genesis through divestment.

Scott spent 16 years in fixed income sales and trading prior to joining Lincoln, where he worked as an investment banker, a structured bond trader, a product specialist, and a salesperson. He was head of structured trading for Wachovia/Wells Fargo's international desk in London for two years and spent significant time overseas before and after that assignment.