

## **Melanie Sinclair**



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### **Where do you work and what is your role there?**

I am the National Real Estate Manager at Deloitte and am responsible for over 100 locations across the country providing strategic guidance, transaction management and lease administration/analytics.

### **What areas of commercial real estate do you specialize in?**

I have worked for both landlord/developers on the property management side, but prefer internal tenant representation. I have been involved with a program from its initial business case development, site location and lease negotiation/documentation, project management and facility management.

### **What do you find is most challenging or satisfying in your role?**

I enjoy those big wins and creating value for the firm finding any opportunity to reduce occupancy spend. I also enjoy the opportunity to learn and grow.

### **How long have you been a CREW member and what do you get most out of being a member?**

I have just joined CREW and am looking forward to networking with my peers and colleagues.

### **I would like CREW members to call me whenever they need . . .**

Advice with transactions, lease documents, business cases and analytics. I am very happy to help.