

## **My Toronto CREW PROfile – Sunny Wiles**



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

As Vice President at Colliers International I am with office practice group team at Colliers International and have been since 1991.

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

I specialize in advising businesses that occupy office space in the GTA. Much of this involves strategic planning to ensure that my clients' real estate strategy aligns with their business strategy. Once this happens we can proceed with the real estate and transaction portion of the assignment.

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

I do a lot of hand holding in my job, bringing my knowledge and experience to the table so the decision makers can move forward with confidence. I love running the numbers, creating the documents and negotiating the deal. The best part is being viewed as an on-going resource once the transaction is complete. In my business, trusting relationships are everything.

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

I joined Toronto CREW in the mid-nineties when it was in its infancy. I then decided to take a break to try other organizations, but really missed my CREW friends and decided there was no better professional organization for me. One of the most important things being able to refer business to other professionals, knowing the client will be well taken care of. I also really enjoy the friendships and socializing at the events as well as the education component.

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

.Anything to do with leasing office space in the GTA. I am happy to answer questions, offer perspective, provide market information, regardless of whether there is a pay day at the end or not. As I said, relationships are everything to me, as much as my professional reputation.