

Meet a Member

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Where do you work and what is your role there?

I work at SmartCentres REIT which focuses on enhancing the lives of Canadians by planning and developing complete, connected, mixed-use communities on its existing retail properties. It is one of the largest fully integrated REIT's with 166 properties totalling 34.2 million square feet with 97.4% occupancy.

What areas of commercial real estate do you specialize in?

I have been working in the real estate industry for nearly 20 years. For the last eight years, I have been responsible for the leasing of retail and office space within several types of centres and have worked with tenants such as Healthy Planet, Rogers, HSBC, Ubreakifix, and Popeye's Louisiana Kitchen. I am part of the larger team involved in the development and management of various centres and major projects.

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

As a passionate real estate person, I love to find solutions for my external and internal clients. Through my architectural and business background, I find ways to bring solid results in sales, negotiation, reduction of cost and customer relationship. Each lease/extension/buyout is unique. Each deal gives me the pleasure to understand each tenant's needs and match them with the Landlord's expectations.

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

I am a newbie here. After an eye-opening conversation with Alanna Cantkier, I was later introduced to Farrah Khimji, who shared with me about all of the incredible events that CREW hosts as well as the opportunity to network with so many other women within the organization and even the chance to be mentored by them. I knew it was something I wanted to be a part of.

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

...leasing, negotiation, sales, development, retail, office, and residential and hotel development in Latin America.