

## **Meet a Member**

### **Negar Farivar MBA**

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

I work for ENGIE Services, a company that specializes in facility management, O&M and energy optimization. I have been working for ENGIE since 2004 and am currently a Business Development Director, responsible for developing our target markets in Ontario and Quebec. As such, I coordinate the different steps involved in marketing, sales, proposals, negotiations and contractual agreements with both prospects and present clients.

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

As a mechanical engineer with over 20 years of relevant experience in the building science who also holds an MBA degree, my areas of expertise are Operations and Maintenance, energy and asset optimization, big data mining and management, and other services related to enhancing the performance of commercial and industrial buildings.

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

I love building relationships and always strive to create mutually beneficial business agreements. I have been active in real estate industry in Quebec for the last 15 years. As I am fairly new in my role as a business developer in the Toronto market, building a network in the GTA is a challenge for me that I hope CREW will help me conquer.

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

I am a new member of CREW Toronto, but it is familiar to me as I am also an active member of CREW M (Montreal). I am sure the experience with Toronto Crew will be fantastic! I find that CREW networking events are among the best in terms of building relationships.

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

information on enhancing the technical performance and energy efficiency of commercial and industrial properties; help organizing events; and help with committees.