

Nurturing Young Leaders Talk Series 2019

Corporate Real Estate – What is it exactly?

Corporate Real Estate (CRE) is changing fast. In a world where clients need every advantage, CRE—a company’s means of housing its operations—is coming to the fore of corporate strategy. CRE professionals are no longer simply property hunters or facilities managers, but valuable consultants and partners whose input can make or lose millions.

In this session, find out more about:

- How is the Real Estate market structured through my perspective?
- Occupiers: what are they, and what do they want?
- How Cushman & Wakefield and other professionals are structured to meet occupiers’ needs?
- What to look out for when you “come out” into the industry or choose the CRE profession
- Tips of the trade – dos and don’ts for CRE

Chua Ming Lee has more than 20 years of leadership, business and industry experience in the occupier services arena on a global scale. She has worked in Los Angeles, Shanghai, Hong Kong and London. Ming Lee is Managing Director, Head of Account Management, Asia Pacific, Global Occupiers Services at Cushman and Wakefield (C&W).

She has recently moved to focus fully in strengthening the Account Management capabilities in APAC. Her role includes strengthening client relationship and driving business growth across different service offerings by providing tailored, forward-focused solutions to outsourcing contracts from MNC clients on their corporate real estate portfolios, and ensuring they are executed well and achieve their aims on an account level.



Chua Ming Lee
Head of Account
Management, Asia Pacific
Global Occupier Services
Cushman & Wakefield

29 March 2019, Friday
12pm to 1pm
SDE Lecture Room 422

[Register Here](#)



Admission is free but registration is required

*Or scan QR code
to register*