



Alex Crane

Managing Director at Cushman & Wakefield

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Managing Director at Cushman & Wakefield
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About

Alex has been working in real estate since 2003. Throughout this time Alex has worked across all sectors of the commercial real estate industry including sale & acquisition of investment and development opportunities and therefore has impeccable knowledge of property life-cycle from both landlord and occupier perspectives.

Activity

7,159 followers



Great work Hao - really enjoy the cast. Keep it up!

Alex commented



Well done, John!

Alex commented



Hard to think of a better tenant to compliment the building. Well done..

Alex commented



Congratulations, Chris!

Alex commented

[See all activity](#)

Experience

Cushman & Wakefield



7 yrs 5 mos

Managing Director, Vietnam

Jun 2015 – Present

· 5 yrs 11 mos

Vietnam

Managing the day-to-day, trying to win a few contracts too.

Director - National Head, Tenant Advisory Group

Dec 2013 – Jun 2015

· 1 yr 7 mos

Vietnam

C&W 2014:

- 3 of 5 largest office leasing deals in HCMC, 3 of top 6 in Vietnam, including #1.
- 44% market share of office leasing in HCMC, 27% market share in Vietnam (#1) of deals over 10,000 sq ft.
- The largest carry of ongoing transactions/occupier requirements in Vietnam.

[... see more](#)

Savills Vietnam



1 yr 10 mos

Associate Director - Corporate Services

Sep 2013 – Dec 2013

· 4 mos

Ho Chi Minh City

Tenant Representation wins include:-

Bayer Pharmaceutical - Lease Renewal of 25,000 sq.ft.

... see more

Senior Manager - Project Commercial Leasing

Mar 2012 – Sep 2013

· 1 yr 7 mos

Ho Chi Minh City

100,000 sq.ft LEED Gold accredited Grade A office building.

Leased to: Sony, Canon, Schindler, Microsoft, JWT, NHN, Starbucks, Diageo.

... see more



Office Leasing Manager



CBRE Vietnam

Oct 2011 – Mar 2012

· 6 mos

Ho Chi Minh City, Vietnam

Tenant representation for office leasing services in HCMC.

Commercial Agent



Oakley Commercial

Oct 2003 – Jul 2011

· 7 yrs 10 mos

Brighton, United Kingdom

Advice in respect of acquisition and disposal of leasehold and freehold commercial property in Sussex, UK. Covering office, retail, industrial, investment and development sectors.

Education

College of Estate Management

Diploma in Surveying Practice

2010 – 2012

Brighton Hove & Sussex Sixth Form College

Law, Psychology & Computing A Levels

1999 – 2001

Skills & endorsements

Commercial Real Estate . 99+



Endorsed by **John Gallander** and **1 other** who is highly skilled at this



Endorsed by **11 of Alex's colleagues** at **Cushman & Wakefield**

Real Estate . 92



Endorsed by **John Gallander** and **2 others** who are highly skilled at this



Endorsed by **10 of Alex's colleagues** at **Cushman & Wakefield**

Real Estate Development . 73



Endorsed by **Peter Emmerton**, who is highly skilled at this



Endorsed by **9 of Alex's colleagues** at **Cushman & Wakefield**

Industry Knowledge

Investments . 42

Corporate Real Estate . 27

Property Management . 23

Marketing . 22

Real Estate Transactions . 14

Investment Properties . 14

Appraisals . 13

Lease Negotiations . 13

Valuation . 13

Mergers & Acquisitions . 12

Commercial property . 11

Land Acquisition . 11

Due Diligence . 10

Interpersonal Skills

Negotiation . 53

Landlords . 39

Tenant . 38

Contract Negotiation . 29

Landlord . 9

Working with Landlords . 5

Working with Tenants . 4

Other Skills 

Leases . 45

Commercial Leasing . 15

Tenant Representation . 12

Property . 18

Recommendations

Received (0) Given (3)



Phuc Tong
Founder at XÙXÌ Design

April 5, 2016, Alex was a client of Phuc's

I've used Phuc a few times now and am very happy with the personal service and quality delivered each time. Well recommended.



Hùng Nguyễn
Senior Manager at CBRE

November 20, 2014, Alex managed Hùng directly

Hung was an extremely valuable member of our Tenant Advisory team during his time at Cushman & Wakefield. Hung showed experience beyond his years, is a keen learner and a very good adviser to his clients. Crucially, Hung brought results to our company in a very difficult market. Hung is also a gre... [See more](#)

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Accomplishments

Publications

Property Market Slowdown to Trigger Greener Thinking in Vietnam • Office Tenants Go For Gold

2
v

Project

President Place

1
v

Interests

PwC
3,452,373 followers



Linkin Vietnam - Job Searchers



1,899 members

VietnamWorks

1,937 members

Corporate Real Estate



179,263 members

HSBC

2,565,726 followers



Christian Ulbrich

Global CEO & President at JLL

34,233 followers



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People you may know



BE BA (My Nguyen)

Recruitment Specialist cum Admin at Milensea Retail

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Le Nhat Huy

President at UTE Logistics and Supply Chain Club

Connect



Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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Nguyen Dinh Dat

Frontend Angular Developer

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Nhi Duong

Student at Ton Duc Thang University

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