

## **Alex Crane**

Managing Director at Cushman & Wakefield

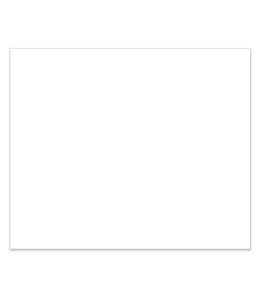
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Alex Crane · 3rd

Managing Director at Cushman & Wakefield

Vietnam · 500+ connections · Contact info



Cushman & Wakefield

**College of Estate Management** 

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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**

CUSHMAN &

yrs 5 mos

Managing Director, Vietnam

un 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

Savills<sub>Sep 2013</sub> – Dec 2013

· 4 mos

Ho Chi Minh City

Tenant Representation wins include:-

... 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

**CBRE** Dct 2011 – Mar 2012

· 6 mos

Ho Chi Minh City, Vietnam

Tenant representation for office leasing services in HCMC.

## **Commercial Agent**



Dakley 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 CUSHMAN & WAKEFIELD Endorsed by 9 of Alex's colleagues at Cushman & Wakefield

Industry Knowledge

Investments . 42

**Corporate Real Estate** . 27

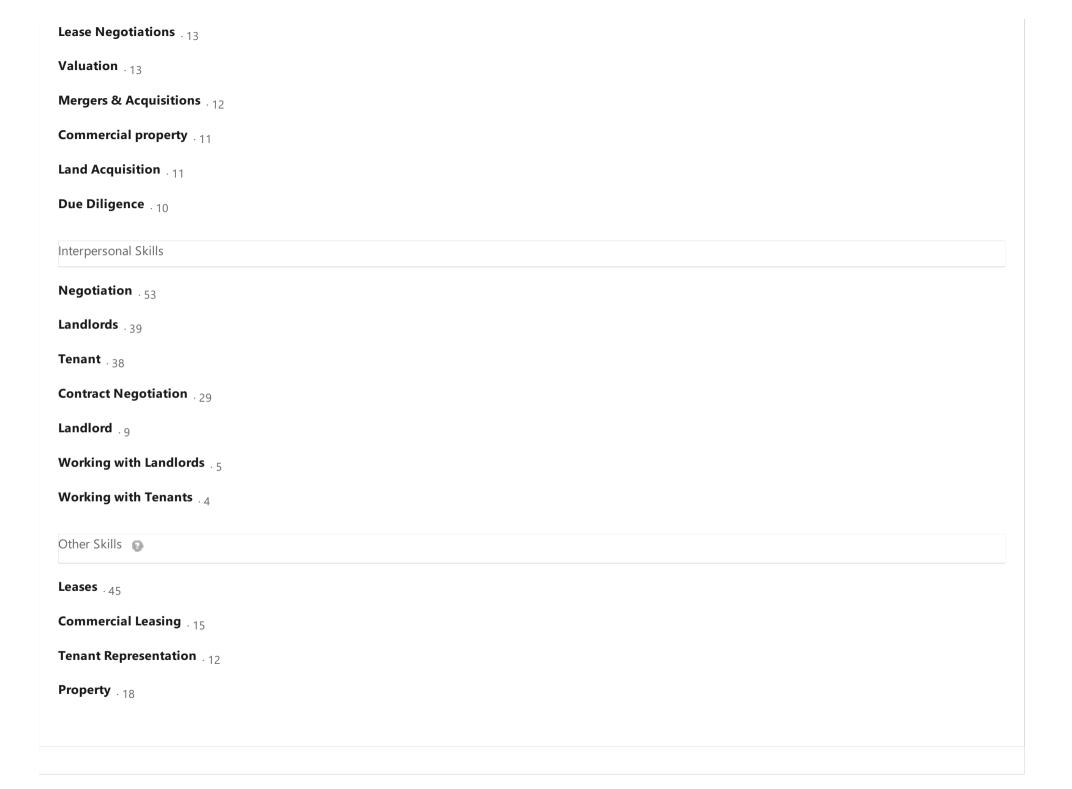
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Marketing . 22

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## 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 bought 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

## Project

President Place

## Interests

### **PwC**

3,452,373 followers

2



### **Linkin Vietnam - Job Searchers**



1,899 members

### VietnamWorks

1,937 members

## **Corporate Real Estate**



**HSBC** 

2,565,726 followers



Christian Ulbrich in

Global CEO & President at JLL 84,233 followers

## 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

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Khánh Linh Đỗ

Human Resources Assistant at Hachinet Software

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Nguyen Dinh Dat

Frontend Angular Developer

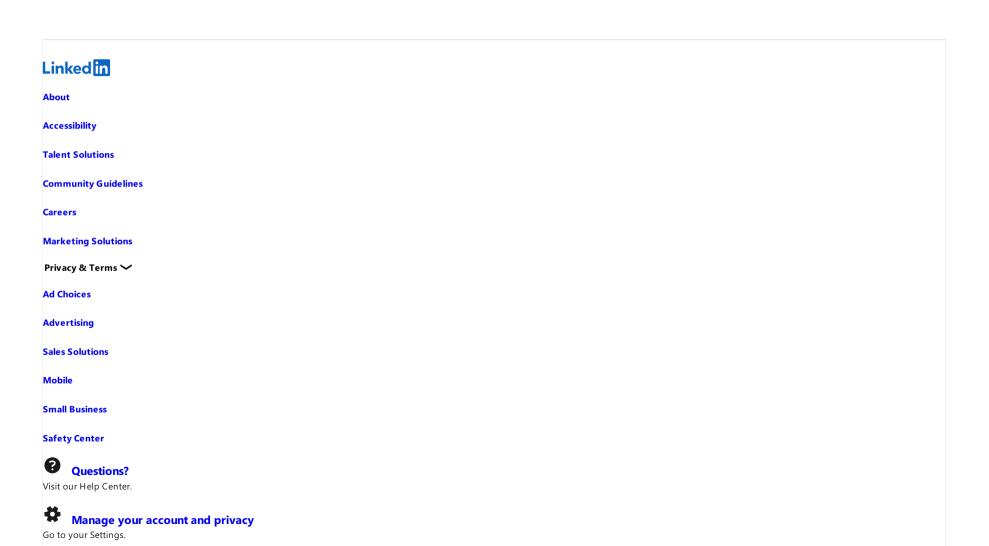
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Nhi Duong

Student at Ton Duc Thang University

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