



## 2019 Ones to Watch: Paige Engeldrum, Cushman & Wakefield

April 16, 2019 - Spotlights

Name: Paige Engeldrum

Title: Director, Global Brokerage

Company Name: Cushman & Wakefield

Year that you entered your current field? 2013

List up to three CRE organizations that you are currently a member of:

Real Estate Board of New York  
Hamilton Alumni in Real Estate  
Cushman & Wakefield Future Leaders

Who or what do you attribute to your success?

I largely attribute my success to my family. My parents always taught me there are no limits to my goals and there are no obstructions too challenging to deter me from achieving them. My sisters help to keep me grounded and put the larger picture in perspective. I also credit my senior partners, Rob Lowe, John Cefaly and Gus Field. I entered real estate with little exposure to the industry, and I would not have grown without the training, guidance and support from my team at Cushman & Wakefield. Lastly, I believe my dedication, persistence and focus has helped me grow professionally. To be successful, it is important to stay true to your values and be guided by your goals.

What advice can you offer to someone who is interested in a career in your industry?

RE is an entrepreneurial business, where there is not necessarily one right way to go about it, so you have to surround yourself with people who will teach you the industry and support you and your development. Brokerage is a self-motivating career so you have to commit, persevere and have patience to create your own opportunities.

What do you consider to be your greatest professional accomplishment in the past 12 months?

One of my greatest accomplishments of the last 12 months was being selected to participate in Cushman & Wakefield's "Meet What's Next Campaign," a global campaign that launched after the firm went public. Additionally, it was a great honor and accomplishment to have the opportunity to attend the Cushman & Wakefield NYSE Opening Bell ceremony.

What was your favorite thing to do as a kid?

Since I was a kid, I have always loved doing puzzles. I have found this enduring interest to be helpful in problem solving as we're often faced with piecing together solutions for clients. I also enjoyed playing sports, specifically soccer and lacrosse. I always gravitated towards team sports; I love the aspect of working together to achieve a common goal.

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