



## 2020 Ones to Watch: Eric Sears, CBRE

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Name: Eric Sears

Company: CBRE

Title: Senior Associate

Education: University of Kentucky, Bachelor of Science in Business Management

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

Facilitating in moving Pret-A-Manger’s North American headquarters from 853 Broadway to 30 Irving Pl. has been a game-changing assignment in my career. The requirement was unique in that they wanted a space with a test kitchen to create new products to incorporate into their menu. Finding a space suitable to their specific needs and a landlord who would accept this use provided obstacles that prompted me to get creative in the search. Having the opportunity to do such a deep dive into the market to successfully complete this transaction was an invaluable learning experience that I will not forget.

What do you like most about your job?

I love the challenge and the pace of my job. As cliché as it may sound, I appreciate that each day is different. I can have tours in Brooklyn in the morning and have conference calls with clients in Tampa that same afternoon. Having the opportunity to work with such a diverse range of clients, I’m constantly expanding my skillset and learning something new.

Who or what inspires you?

During my first three years in the business, I sat next to Bob Knakal, who made cold calls while working out on the stationary bike he had installed behind his desk. Enough said.

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