



**2023 Women in CRE: Samantha Testani, Cushman & Wakefield/Pyramid Brokerage Company**

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Samantha Testani  
Real Estate Salesperson

Cushman & Wakefield/Pyramid Brokerage Co.

What recent project, transaction, or accomplishment are you most proud of? I am most proud of a recent property sale to Tim Hortons. The location, a former medical office, presented an opportunity for a new property-use that was needed. The property's location made it viable as a QSR location and through my connections/resources I was able to secure Tim Hortons. I am excited for Tim Hortons opening and it is personally gratifying that my CRE career will bring lasting changes to my hometown of Hornell, NY.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? A company that is like family, offers training to help personal development, guidance from PBC peers, tools for success and a collaborative environment.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Samantha's energy, knowledge and motivation distinguish her as a trusted advisor to clients. She is extremely proactive in contacting potential listings or buyer/tenant prospects and is active within Upstate NY communities to identify new opportunities." - Michael Manzari, Executive Managing Director at Cushman & Wakefield/Pyramid Brokerage Co.

Who inspires you most? What qualities do they possess that inspire you? I inspire myself. My attitude is to be positive, productive and challenge myself to continually improve. I persevere through all challenges. I love building relationships.

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