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White named director of sales at Cummings

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Woburn, MA Full-service commercial real estate firm Cummings Properties has appointed Susan White as its director of sales. White will manage the company's business development efforts across 10 of the 11 suburban communities in which it operates.

In addition to leading a six-member team, White will formulate leasing strategy, foster industry relationships, and spearhead new lease negotiations.

White's professional background includes founding a hardware technology company, growing it over 25 years, and leading it through a successful acquisition. She has also served in high-level roles at technology, finance, and real estate firms.

"I'm excited to be joining Cummings Properties at such a pivotal time for commercial real estate, particularly in the suburbs," said White. "Office-based businesses in the city are looking to spread out their workforces in new suburban satellite offices, and the science and technology clusters that started here years ago are growing just as rapidly as new space can be developed for them."

"Susan's entrepreneurial mindset, extensive business background, and demonstrated success made her the clear choice for this key role," said Cummings Properties president Eric Anderson. "Her multi-industry experience will help us explore new markets and nurture the existing business, science, and technology clusters flourishing across our portfolio."

An Oklahoma native, White earned a Bachelor of Science in Finance from Oklahoma State University.

Cummings Properties' 360 employees have an average tenure of 10 years, according to Anderson. The firm has in-house expertise in a variety of disciplines, including all the construction trades, plus architecture, engineering, sales, graphic design, accounting, and legal.