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## **Schaefer named senior vice president and business unit leader at Trammell Crow Co.**

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Sam Schaefer

Boston, MA According to Trammell Crow Company (TCC), one of the nation's largest commercial real estate developers, Sam Schaefer has been appointed senior vice president and business unit leader for the firm's local office. Schaefer will oversee all development and acquisition projects for the Boston team, including sourcing new principal and fee opportunities, financial structuring and the overall day-to-day operations of the office. His team will build a multi-product business in the office, multifamily, life sciences and industrial sectors. Schaefer will report to Adam Saphier, president, eastern operations for Trammell Crow Co.

"Sam is a dynamic leader and senior real estate executive with extensive transaction, management and organizational development experience. He has a keen focus on operational excellence and an ability to deliver customer-centric quality products that exceed market standards," said Saphier. "His experience in working on all sides of a deal, including development, leasing and management, all while building best-in-class teams with a strong culture, are attributes that will enable Sam to position TCC as a premier developer in Boston and the surrounding area."

Schaefer joins TCC from Hobbs Brook Real Estate, a wholly owned subsidiary of mutual insurance company FM Global, where he served as the president and CEO. He managed 275 employees and oversaw the operation of 7 million s/f of office and life science product in Boston, Atlanta, Chicago and Singapore, with a market value of \$1.5 billion.

Prior to Hobbs Brook Real Estate, Schaefer served in several roles at Tishman Speyer during his 18 years with the firm, most recently as the managing director, global head of leasing, corporate outreach and property management. He oversaw Tishman Speyer's global portfolio, which consisted of 100 million s/f comprising more than 112 assets in 29 markets and eight countries, with an emphasis on business development, managing key corporate client relationships, and multi-market leasing, development and acquisition activity as well as property management, client services and operations.

"I am honored to lead the Boston operations for TCC, a company that honors its deep roots of developing world-class projects with a strong client and community focus," said Schaefer. "It is exciting to join a company that is well-known for its entrepreneurial spirit, strong brand and values. We have several new projects in the pipeline and have identified strong future opportunities. We look forward to delivering developments that improve the community."

Schaefer received his bachelor of arts from DePauw University. He is an advisory board member of Occupier, a board member of Good Sports, a member of the Waltham Chamber of Commerce and an active contributor to the Boys and Girls Club of Waltham.