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2022 Women in Commercial Real Estate: Jennifer Gosselin, CBRE, Inc.

September 30, 2022 - Spotlights



Jennifer Gosselin
Vice President

CBRE, Inc.

What advice would you offer to women getting into the CRE industry? My advice to women entering the CRE business is to find amazing mentors and create a dynamic network. I was fortunate to have my managing director and many colleagues in my office show me the nuances of the business and take me under their wing. I wouldn't be where I am today without their valuable time and insight. I also joined industry networking groups, including CREW and REFA, and participated in many committees and events. By getting involved early on, I made a lot of great business connections and wonderful friends.

What has been your biggest challenge and how have you faced it? Creating an ideal work/life balance with young children has been a challenge, but I'm very thankful to have a wonderful "village" of family, friends, and colleagues that are always there when I need them.

In the past year, what project, transaction or accomplishment are you most proud of? It's my 20th year as a commercial real estate advisory and transaction professional at CBRE in Hartford. I'm proud to have grown up in this business working at an amazing company, and with such a dynamic group of colleagues.

Who is a woman leader you find to be inspiring and why? Jacinda Ardern, Prime Minister of New Zealand. She was elected at the age of 37 as the world's youngest female head of state and had a baby during her first year in office. She made it a priority to include her daughter in her political and professional life and showed the world you can be an amazing mother, and world-class leader at the same time.