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2022 Women in Commercial Real Estate: Jessica Sawyer, Cushman & Wakefield

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Jessica Sawyer
Managing Director

What advice would you offer to women getting into the CRE industry? First and foremost, I want to encourage women to consider CRE! It is an incredibly dynamic industry and there are so many different paths to consider. When evaluating where and how to get into CRE, I would suggest focusing on companies and individuals you respect and value. Starting with a great team and working for a company that shares your values will ensure that you are able to learn, grow and feel connected. In the right environment, you will be able to gain the skills and confidence necessary to build your brand and network.

In the past year, what project, transaction or accomplishment are you most proud of? I am incredibly fortunate to serve as real estate advisor to Wentworth Institute of Technology (WIT). Earlier this year, we were able to secure for them a ground lease consisting of three acres on their campus that will be developed into a 600,000 s/f life science center, providing 1,500 full-time jobs. We managed the entire solicitation which prioritized diversity amongst the development team and their consultants and committed to providing new jobs for the Mission Hill community. The project will transform the community and WIT, serving as a catalyst for future development and support of its academic mission.