



### Erik Langburt

*Senior Vice President, Leasing & Investments*  
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Cushman & Wakefield ULC

### ROLE & RESPONSIBILITIES

In his 11 years at Cushman & Wakefield, Erik Langburt has developed a unique expertise of translating business strategy into real estate solutions for his clients.

Along with his partner, Lloyd P. Cooper, they are the number one team for Cushman & Wakefield in Canada. Together with their team, and supported by C&W's world-class Global Occupier Services platform, they manage a sophisticated corporate occupier advisory practice, which includes leasing, acquisitions and dispositions. The team believes that integrating organizational culture into real estate decisions can enable high level business performance and, when properly executed, serve to differentiate smart companies from their competition. The team is known for their creativity, which they apply to all aspects of their data-driven practice including real estate strategy, opportunity selection and lease negotiations.

### WORK EXPERIENCE

To date, Erik has been personally involved in nearly 600 commercial real estate transactions including office portfolio optimizations, sale-leasebacks and build-to-suit LEED developments. In 2017 alone, Erik concluded over 100 transactions totalling 9.6M square feet and with a transaction value exceeding \$500M.



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#### KEY ASSIGNMENTS

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- Appdirect
- BBA
- Clinique Ovo
- Keurig
- Korn / Ferry International
- Laura Canada
- McGill University Health Centres
- Media Experts
- Mitchell Gold + Bob Williams
- Moneris Services Corporation
- Morneau Shepell
- Nestlé
- Otis Elevator
- Prével
- Rogers
- Royal Bank of Canada (RBC)
- Scotiabank
- Shell
- Shopify
- Stikeman Elliott
- StingraySNC Lavallin
- Sub-Zero/Wolf
- Thales
- Underwriter Labs
- Ville-Marie Medical

#### EDUCATION, MEMBERSHIPS AND AWARDS

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Erik was the recipient of Cushman and Wakefield's Rookie of the Year award in Montreal in 2008, and the Emerging Broker of Distinction award in Canada in 2012. He was ranked 12th in Canada amongst all revenue producers at Cushman & Wakefield in 2017, has ranked in the Top 5 in Quebec every year since 2011 and has received Cushman & Wakefield's prestigious President's Round Table award every year since 2012.

Erik holds a Bachelor of Commerce degree from McGill University with concentrations in Finance and Entrepreneurship as well as an MBA from Queen's University with a focus on Corporate Strategy. In 2013, Erik became a LEED Green Associate and in 2017 obtained his Master's in Corporate Real Estate (MCR) designation from Corenet Global.

Erik is Chairman of the Jewish Chamber of Commerce, a member of the Board of Directors at Camp B'Nai Brith as well as a member on the executive committee for Corenet Global's Eastern Canadian Chapter. Within C&W, Erik is actively involved with the Tenant Advisory Group and was the Quebec chapter president for the Future Leaders program from 2012 to 2014.