



Tom DeSautel Senior Director

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Professional Expertise

As a Senior Director of Cushman & Wakefield's MSP Advisory Services Team, Tom DeSautel is focused exclusively on providing real estate solutions to corporate occupiers. Tom and his team specialize in advising tenants in the Twin Cities market and corporate clients on their global portfolios. Since 2008, Tom has been involved in over 500 transactions working exclusively on behalf of tenants and end users.

Tom and his team bring best practices to their clients to refine the strategic real estate plan so that they best support their operational and business goals. Tom works closely with each client to listen and understand those goals to ultimately tailor a strategy that meet's the desired objective. The team specializes in: site selection/transaction management, employee engagement initiatives, financial modelling, portfolio optimization, and risk mitigation.

Prior to joining Cushman & Wakefield Minneapolis in 2019, Tom spent 11 years with CBRE as Vice President where he focused on servicing multi-market accounts and working with local Twin Cities companies.

Clients Served

Technology / Financial Services:

- BergenKDV
- Centriam
- Cordell & Cordell
- CIGNA
- Dell
- Dun & Bradstreet
- ECi Solutions
- Ford
- Geronimo Energy
- Humana
- Jim Beam Brands
- Kantar Media
- Littler Mendelson
- MicroEdge
- Milk Specialties
- Nationwide Insurance
- Northrup Grumman
- Northwestern Mutual
- PulteGroup
- Questar
- Redbrick Health
- Ricoh
- Samsung
- Savigent Software
- Schwan's Foods
- Timberland Partners
- US Bank
- Watermark Title Agency

Multi-Market Accounts:

- Bluestem Brands
- Cargill
- Emerson
- Gander Mountain
- Newscycle Solutions
- Padilla
- Pearson Vue
- The Mosaic Company



Community Leadership

- Council Member, University of North Dakota CoBPA Advisory Board
- Chair, University of North Dakota National Football Committee
- Council Member, University of North Dakota Game Day Experience
- Co-Founder, Hastings Football Alumni Golf Classic
- Mentor, Big Brothers Big Sisters of Twin Cities
- Committee Member, NFL Alumni "Caring for Kids" Organization

Education

- The University of North Dakota, Master of Business Administration (MBA)
- The University of North Dakota, Bachelor of Business Administration (B.B.A), Marketing

Professional Recognition

- Recipient of the 2016 CBRE Millennium Club for Sales Professionals
- CBRE Rookie of the Year, 2014
- CBRE Personal and Professional Growth Award, 2012