



## Cathrine Cotman

**Global Alliance Director**  
**Global Portfolio Solutions**

### Professional Experience

With over 25 years of experience, Cathrine Cotman is a strategic and “hands-on” real estate executive experienced in all facets of corporate real estate. She has a passion for tackling “white space” opportunities and is energized by dynamic, collaborative work environments. An independent thinker with high standards for performance, Cat has a strong track record in leading cross functional teams. Her areas of special interest and expertise include: Portfolio Optimization, Business & Financial Analytics, Location Strategy, Organizational Effectiveness, Workplace Strategy and Process Innovation.

### Career Highlights

- Flagship Chemical Industry Client. \$62 million in savings realized through portfolio optimization, staffing model efficiencies, and sourcing savings, lease renegotiations, and alternative lease structures.
- Office & Retail Client. Spearheaded strategic initiatives for portfolio optimization strategy, delivering \$70+ million in annual occupancy cost savings with the first \$53 million fully realized in the first year. Also re-engineered integrated process to deliver retail transactions and projects.
- Bank of America. Thought leader and executor of multiple strategic initiatives across the 77 million SF portfolio to address complex problems integrating multiple businesses and functions. Designed governance model for a Global Operations Council of senior operations leaders across eight major functions while facilitating quarterly meetings to drive site decisions. Achieved \$200 million in savings by implementing a 6 million SF reduction through consolidating from 50 markets down to 8 over the course of four years.
- Account Leadership. Assumed full accountability for P&L, operations, team leadership, and client relationship management for accounts ranging from 4-15 million square feet of office and retail space with outsourced teams of 50+ employees.

### Education

AMDP Exec Ed Graduate, Graduate School of Design, Harvard University  
MBA, Stern School of Business, Marketing and Finance, New York University  
B.A., Philosophy, Swarthmore College  
Six Sigma Green Belt

### Contact

980.226.1420 mobile  
ccotman@cresa.com