

CBRE Makes Strategic Appointment to Bolster Flex Space Advisory Services

2 years ago



CBRE has strengthened its Scotland advisory team with the appointment of Ashleigh Corbett as Head of Flex, a unique role in the Scottish property market.

Ashleigh brings a wealth of experience, having spent the last decade working in sales and operations roles for flex space operators across Scotland including Flexspace, IWG, and more recently Orega. At Orega, Ashleigh spent six years as Regional Sales Manager where she gained unparalleled insights from an operator's perspective that will complement CBRE's existing office advisory services.

Ashleigh's appointment underlines CBRE's commitment to the sector, bolstering the existing team led by CBRE's UK Head of Flexible Office Solutions, Michael Glynn, Jordan Saleh, Head of Flex, North, and Daniel White, Head of Flex, Midlands and South.

The strategic appointment responds to the growing demand for flexible office space from occupiers, landlords and operators who seek to grow their footprint in Scotland. The current provision of flexible office space in Scotland is behind availability in competitor cities, despite strong levels of demand.

In Aberdeen, 1.7% of available office space is flex, with Glasgow offering 1.1% and Edinburgh 2.54%. This is low compared to Birmingham (4.5%), Manchester (6%) and London (12.5%).

Ashleigh will be responsible for securing space for new occupiers, advising operators on growth opportunities, supporting landlords on the diversification of existing office space and managing turnkey solutions, which is a bespoke service now offered by CBRE.

Ashleigh said: "Joining CBRE at an exciting period of growth, I'm really looking forward to expanding our

flex advisory services in Scotland. The demand for flex space has undoubtedly surged over the past five years, and the Scottish market presents an exceptional opportunity to broaden and enhance its offerings.

“Having spent the last 10 years working with operators, I bring a unique insight that will diversify our approach in the flex market and position us as the best-placed advisory team in Scotland. Since joining, I’ve been out meeting clients as well as people within my existing network and there is a genuine excitement about the flex opportunity in Scotland.”

Matt Willcock, Executive Director at CBRE, said: “We’re excited to welcome Ashleigh who brings a depth of insight and knowledge around flex, importantly from an operator’s perspective. As Head of Flex, Ashleigh will play an integral role in the future of flex space in Scotland, which is undoubtedly going to accelerate.

“We have created an exclusive proposition in the market that will benefit our clients, whether that’s landlords, occupiers or operators. We already offer such services in Manchester, Birmingham and London and we’re proud to be the first advisor to do so in Scotland.

“Around 50% of occupiers seeking new space in key Scottish cities are considering flex opportunities. Traditionally, smaller businesses sought flex space, however we are now seeing larger firms, including a significant number of our own corporate clients, also consider flexible office space.”