

Tom Dancer to Lead CBRE's Retail Occupier Business Across Europe

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CBRE has promoted Tom Dancer to lead its European Retail Occupier business.

In his new role, Dancer will be responsible for further developing and executing CBRE's retail occupier growth strategy. He will focus on driving collaboration to deliver an integrated, end-to-end service to clients, ensuring they benefit from the full spectrum of CBRE's capabilities.

He will report to Anna Esteban, Head of Leasing and Occupier Accounts for Europe, and will work closely with in-country retail leaders to further elevate the firm's market-leading position in the sector across Europe, which is spearheaded by Chris Gardener.

Dancer joined CBRE in February 2022 and has more than 12 years of experience. He has been instrumental in driving CBRE's retail occupier business forward and has led some of the largest European flagship transactions over the past three years, including Abercrombie & Fitch, Polene, Puma, UGG and Under Armour.

Tom Dancer, Head of Retail Occupier, Europe, said: "The retail sector has gone through exponential change in recent years. A number of international retailers continue to realise their expansion plans across Europe, demonstrating that the value of the physical store cannot be underestimated. This makes it a truly exciting time to lead our best-in-class business through its next evolution of growth."