



ANDREA FLETCHER

Senior Associate | Retail Sales & Leasing

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PARTIAL CLIENT LIST

- ▶ Bentall
- ▶ First Pro Shopping Centre (SmartCentres)
- ▶ Kingswood Capital
- ▶ Beutel Goodman
- ▶ Broadway Properties
- ▶ Truscan Realty
- ▶ Western Realty
- ▶ Redekop Properties
- ▶ RBC Royal Bank
- ▶ Starbucks Coffee Canada
- ▶ CIBC
- ▶ TD Bank
- ▶ BMO Bank of Montreal
- ▶ Bank of Nova Scotia
- ▶ Rexall
- ▶ Five Guys
- ▶ Body Energy Club
- ▶ Chaiiwala of London
- ▶ Rothewood Academy
- ▶ Hellcrust Pizza
- ▶ Tahinis
- ▶ Pacific Columbia Holdings

CAREER SUMMARY

Andrea has over 38 years of commercial real estate experience, working as a blue chip international retailer, as well as, a local and international landlord. In this capacity, Andrea has developed an expertise in new and key account acquisition, new territory development, as well as, offer and lease contract negotiations. Her excellent interpersonal skill-set shines during direct interface with client company presidents, international, national and regional landlords, as well as government negotiators. Successes include completing over 4,000 career lease deals across Canada.

EXPERIENCE

- 2016 to Present: Lee & Associates Vancouver
- 2011 to 2016: Nu-Westech Engineering
- 2006 to 2009: CBRE Global Corporate Services (RBC Account Lead)
- 2004 to 2006: Starbucks Coffee Canada
- 2002 to 2004: First Professional Shopping Centres (a.k.a. SmartREIT)
- 2001 to 2002: Beutel Goodman Real Estate Corp.
- 1997 to 2001: Strategic Alliance Group Inc.
- 1992 to 1997: Bentall Property Management
- 1987 to 1992: Dominion Management Company (a.k.a. Bentall Property Mgmt.)

EDUCATION

- Bachelor of Commerce, Urban Land Economics, University of British Columbia

ASSOCIATIONS

- National Association of Industrial and Office Properties (NAIOP)
- Real Estate Institute of British Columbia (REIBC)
- International Council of Shopping Centres (ICSC)
- Real Estate Board of Greater Vancouver (REBGV)



RBC Royal Bank

