



## Todd Walker

### Principal

#### Professional Experience

Todd has been representing office users in the Edmonton office market for three decades. He is a founding partner of the Cresa Edmonton office which opened in 2019. Cresa is the world's largest occupier representation brokerage firm, and the only Edmonton firm to provide exclusive office tenant representation. Todd opposes the traditional commercial brokerage model of representing both landlords and occupiers because it is wrought with potential conflicts of interests. With no landlord influences to answer to, Todd's negotiating efforts and recommendations to office occupiers are 100% transparent with full accountability, resulting in the highest caliber of representation available to office occupiers in Edmonton.

Decision makers continue to grapple with the evolving workplace driven by shifting cultural trends, economic conditions, and vague public policy. Confusion reigns over understanding what industry terms such as "hybrid work", "remote work" and "hotelling" mean to an office user. Todd and his group have responded by providing industry-leading consulting that focuses on the cultural and strategic mandates of the client, encompasses IT requirements, HR policies, and protocols, and the type of work tasks that need to be completed on an individual, group, and department basis. It is from the depth of examination that he can provide a playbook that will highlight the type of workspace that his clients require which in turn will help define the negotiating strategy to be used to effectively negotiate favorable terms for his clients.

#### Education

Todd received two degrees from the University of Alberta: Bachelor of Commerce and History as well as Political Science.

#### Community Involvement

Hockey Coach – Canadian Athletic Club (CAC) Midget and Bantam AA levels  
Former Member of Board of Governors – Norquest College  
Former Board Member – Events Edmonton (Taste of Edmonton)  
Past President – Aspen Gardens Community League

Involved in numerous fundraising events such as completing a marathon for Joints in Motion, Enbridge Tour Alberta for Alberta Cancer Foundation, and Courage Ride for the Glenrose Hospital Foundation.

#### Contact

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