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Lena Pan serves as Senior Associate at Trammell Crow Company's Northern California Business Unit. She is focused on acquisition and development including underwriting, deal structuring, market feasibility study, due diligence, site planning, and execution.

Previously, Lena was a Senior Analyst at CBRE Capital Markets in Seattle where she worked with the investment sales team underwriting multifamily transactions. Prior to CBRE, Lena was a founding team member at CDG, a Warburg Pincus portfolio company based in Shanghai. She established CDG with executives from Simon Property Group and was focused on retail driven mixed-use developments in gateway cities across China. Lena started her career as a Financial Analyst at GMI Retail Management, a development company co-invested by Simon Property Group and Morgan Stanley, where she was responsible for Board reporting, construction budgeting, leasing administration, and asset dispositions for five regional shopping centers, totaling 3.8 million square feet.

A tech enthusiast, Lena was actively involved at Haas School of Business in student-led research and initiatives aiming at bringing technology innovation to the real estate industry. She was a 2018 recipient of the CBRE/Dick Blum UC Berkeley Diversity Scholars Award.

PROFESSIONAL EXPERIENCE

Trammell Crow Company – 2018 to Present

CBRE – Seattle, WA – 2016 to 2017

CDG – Shanghai, China – 2010 to 2014

GMI – Shenzhen, China – 2008 to 2009

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

Urban Land Institute (ULI), Member

EDUCATION & CREDENTIALS

University of California Berkeley, Haas School of Business, MBA

University of Southern California, MRED

Tianjin Foreign Studies University, BA in Economics