

MEMBER SPOTLIGHT SERIES

Paul Danks

Director, Former President SIOR EU Chapter, DRG Group Ltd.



Please provide a short 50-word intro about yourself and your career path. What brought you to London?

Original career path was quite traditional, real estate degree, RICS qualification, then worked in London from 1982, eventually becoming a partner of Fuller Peiser, a leading corporate occupier consultancy.

I worked across the UK marketplace covering asset valuations, rent reviews, lease renewals, business rates, dealing with all classes of property, offices, industrial, retail & multiplex cinemas. As my career progressed, I managed teams and offices in Sheffield, opened Manchester office, then I led the London Office.

Started advising clients Internationally from around 2003, and then managed international relationships with likes of NAI Global (Deputy Chairman of the Leadership Board) & Cresa. Served as President of the Society of Industrial & Office Realtors (SIOR) Europe from 2020 to 2022 and now as an International Representative on the Board of SIOR. I am also a Director of DRG Group-International Property Consultancy and a Consultant to 3PL Real Estate.

What has been a highlight of your career so far? OR What has been your biggest career challenge so far and how have you overcome it?

Highlight of my career was becoming a member of the Executive Team at Fuller Peiser and supporting the re-structuring and preparation of the business for sale (ultimately to BNP Paribas Real Estate in 2006). Leading the business at this time in the development of international client advisory capabilities and business relationships, and subsequently supporting the team, we transformed the business from a "partnership" to a plc organisational structure.

What brought you to CREW UK?

Within the USA and now internationally, my colleagues at SIOR already had an excellent relationship with CREW. I was introduced to CREW, Michelle Cooper, at one of the CREW London and European events, and immediately recognised the associations had common aims and objectives, particularly in the areas of education, networking, sustainability and diversity and inclusion.

Plan B - if you were not in real estate, what would you be involved in now?

Motorsport, particularly Formula 1 motor racing, or farming, or direct real estate development rather than advisory, quite diverse options.

What are your interests/passions outside of work?

Formula 1, cars, sailing, paddle boarding, golf (badly!), grandchildren! and travel!

Is there a book or a podcast that you have found insightful and would like to share with the community?

Yes, a friend of mine Bill Blain (Head of Alternative Assets at Shard Capital) produces daily one of the most insightful, blogs and podcasts "Morning Porridge" (<https://morningporridge.com/>) which seeks to make sense of what is really driving markets in the most direct, insightful and often amusing manner - well worth subscribing to!

Did you like what you've read, and now keen to get involved in CREW UK?

Visit <https://crewuk.org/why-join/benefits-qualifications> to explore membership and benefits