



Nick Cotton

Managing Director

**Cushman & Wakefield (formerly
operating as DTZ in Ukraine)**

Biography

I am a British citizen however have been living and working permanently in Ukraine since 1999 heading up Cushman & Wakefield formerly operating as DTZ.

I am a Fellow of the Royal Institution of Chartered Surveyors and have formerly served as a board member of the European Business Association in Ukraine as well as sitting on the board of the British Ukrainian Chamber of Commerce. Between 2001-2004 I was co-chair of the Real Estate Committee of the ACC.

Cushman & Wakefield are the longest established international firm of real estate consultants in Ukraine undertaking the lease and capital brokerage of office, retail and logistics property, occupier representation, valuation & appraisals, research & development consultancy and, agricultural brokerage & consultancy. With a present staff base of 30 employees, we are committed to and, have been at the forefront of the professional development and operation of the commercial real estate market in Ukraine.

Why do you think Membership in the American Chamber of Commerce in Ukraine is important for business operating in Ukraine?

Corporate, legal and legislative conditions in Ukraine remain in an immature position and this exposes those doing business in Ukraine to heightened risks of non-market risks. Only through taking and understanding the concerns of the business community can the ACC then pursue collective lobbying and, representation of industry's interests for the forward development of the country and the business environment. The ACC has been a leading voice representing businesses in Ukraine with a record of achieving real and tangible results.

What motivates you to be a Chamber Board Member?

Having worked in Ukraine for over 18 years I have witnessed at first hand the dramatically changing business conditions from the immaturity of the early years of the millennium to the rapid growth leading up to the fall of 2009 and the incredible challenges that have faced the country since 2014.

Whilst the very strong current board composition comprises many leading executives from some of the largest global firms I feel that often the interests and challenges being faced by of many of the smaller member businesses whilst, not overlooked may not be as acutely appreciated as they often should be. I intend that my election to and involvement in the board will enable me to present the interests of many of the smaller grass roots members.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

All businesses interact at some level with commercial real estate. As head of Cushman & Wakefield I work with a broad spectrum of clients in relation to their office, logistics, retail and land interests whether as owners or tenants. As such, I have a strong understanding and appreciation of the challenges facing various industry sectors.

My 18+ years experience in Ukraine managing and growing a small business has given me direct hands on involvement and experience in many aspects of business operations such as HR, PR / Marketing, financial planning and reporting, business expansion and, where necessary rationalization. Coupled with my professional knowledge and experience in commercial real estate I believe that I can bring to the board the benefit of long experience in many aspects of business management and, through my contact with members from a majority of industry sectors.

How have you been active in the Chamber over the course of the last two years?

In the absence of an effectively operating real estate committee my involvement has been constrained largely to attending various networking and social events.

What activity or Committee would you participate in and be responsible for?

It would be my intention to participate in and promote the effective development of the Real Estate Committee. Given however the relatively low number of real estate focused member businesses, my approach would be to seek to engage the real estate committee with other committees such as banking, tax and legal where many common interests exist.