

# Michael McKiernan

Principal | Sales Manager



## Education and Accreditation

- B.S. Communication Studies, Northwestern University
- Licensed Broker since 1988

## Previous Experience

- Managing Principal at Avison Young
- Executive Managing Director of Industrial Brokerage at Cushman & Wakefield
- Executive Managing Director of Central U.S. for Cushman & Wakefield
- President of Eastern U.S. for Grubb & Ellis
- President, Midwest, for Grubb & Ellis
- Sales Manager, Chicago, for Grubb & Ellis
- Industrial Broker for Grubb & Ellis

**“I approach every situation with eyes, ears and mind open, because every person and every organization is unique and one-size can’t fit all. I watch, listen and think about the meaningful strengths to leverage into the marketplace, and I dig into the weaknesses, the struggles and challenges that keep each from success.”**

Michael has been a Real Estate professional since 1988 and has thrived in good times and bad. Throughout his career, he’s specialized in Industrial Real Estate Brokerage and management of brokerage entities.

With 28 years of brokerage, operational and management experience, he helps individual brokers and broker teams stretch to achieve their goals.

Before joining Cawley Chicago, Michael was a Managing Principal of Global Real Estate Consulting and Brokerage at Avison Young and prior to that he held the positions of Executive Managing Director of Industrial Brokerage and Central U.S. for Cushman & Wakefield. He also held several positions at Grubb & Ellis for several years.