



**BRUCE "ETHAN" COOK**

**DIRECTOR OF SALES | REAL ESTATE SALESPERSON | INDUSTRIAL DIVISION  
CUSHMAN & WAKEFIELD/PYRAMID BROKERAGE COMPANY – BINGHAMTON**

---

## ROLE & RESPONSIBILITIES

Ethan joined Pyramid Brokerage Company in 2016 after graduating from Binghamton University's School of Management with a Bachelor's degree in Business Administration. Prior to joining the team at Pyramid, Ethan worked in marketing and finance roles for a regional marketing firm, the athletics department of Binghamton University, and a local retailer established in 1949. His early career and leadership responsibilities have consisted of local business collaborations, financial reconciliation, development and execution of marketing strategies, relationship management, and chairing the organization of a successful wetland conservation effort.

## WORK EXPERIENCE

Ethan has acquired a diverse perspective of each stakeholder involved in the four-corners of a commercial real estate transaction (buyer, seller, tenant, and landlord). His accomplished commercial deals and ongoing listing assignments awarded him the experience within each segment of the industry including retail, industrial, office, multi-family. With consistent exposure to individual practices of real estate, Ethan has advanced skills to successfully execute built-to-suits, assemblages, and new developments.

## EDUCATION, MEMBERSHIPS AND AWARDS

Binghamton University, State University of New York, School of Management  
Bachelor of Science in Business Administration Spring 2017

SUNY Broome Community College  
Associate of Science in Business Administration Spring 2015  
Phi Theta Kappa Honors Society

BNI Business Network International of Binghamton, NY - Member of the Leadership Team  
Ducks Unlimited - Chair of the Broome County Chapter  
BC United Way Emerging Leader Society - Member

## KEY ASSIGNMENTS

- FedEx developer (42 Real Estate) - Brokered the sale of a 400,000 SF Industrial building in the BNG-SE submarket, represented the seller of the former Singer Link facility
- Village West Apartments – represented the buyer of a 55-unit apartment complex in the Town of Union. Transaction value \$2.7M
- Tarco Steal– represented the seller of an industrial flex building in the BNG-SE submarket. Transaction value \$1.5M
- Morgan Stanley – represented tenant in the lease of a newly developed commercial space in downtown Binghamton.
- IBI – represented tenant in the lease of 59-61 Court St downtown office building. Transaction value over \$1 million
- Sanmina – assigned broker for the listing of a 340,000 SF manufacturing facility in Tioga County, NY.
- Vestal Rotary – past President
- GHS Federal Credit Union – Advisory Board