



Mike Clark

I left St Thomas More High School in 2010 and went on to study International Business Management at the University of Kent, graduating with a 2:1. Like many graduates, I didn't have a completely clear idea of my long term career path, but I was eager to get started in a sales role.

My career began in telesales for a real estate media title in central London at Estates Gazette. Over the ten years I spent there I progressed from Sales Executive to Head of Business Development, gaining invaluable experience in sales, commercial strategy and leadership. During that time I also married my long term partner and we had two amazing children, which has hands down been the

most rewarding part of my journey so far.

Four years ago I made the move to CBRE, the world's largest commercial real estate advisory firm. I initially joined as a Director leading the Tech, Media and Telecom sector for the UK. Recently I was promoted to Head of Growth for London, a role focused on driving strategy and identifying opportunities across one of the most dynamic commercial real estate markets in the world. Throughout my career I've learned a huge amount about sales, but equally about **leadership**, **collaboration** and **building strong teams**.



PROFILE:

NAME: Mike Clark

JOB: Head of Growth,
London Markets, CBRE

SUBJECTS studied at A LEVEL: Business Studies,
Geography and ICT

What next? University of
Kent, International Business
Management 2:1

YEAR left STM: 2010



ALUMNUS OF THE MONTH

JUNE 2026



Outside of my day job, I've always had an **entrepreneurial streak**, something that runs in my family. Around 18 months ago a friend and I launched the *It's Only Kids Football Podcast*, which focuses on parenting and coaching in grassroots football and aims to improve the experience for kids, parents and coaches. What started as a passion project has grown quickly and recently ranked in the **Top 50 Football Podcasts in the UK**. Watching the podcast and wider business grow month by month has been hugely rewarding.

Looking back, my time at St Thomas More helped lay many of the foundations that shaped my career. I gained many qualities that have stayed with me throughout my professional life. Those early lessons around **resilience, teamwork** and **ambition** have played a big role in how I approach both business and leadership today.

Quote I live by:

“Embrace what you don’t know, especially in the beginning, because what you don’t know can become your greatest asset.” — Sara Blakely

