



2017 Women in Building Services: Caren Maio, Nestio

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Name: Caren Maio

Title: CEO, Co-Founder

Company Name: Nestio

Years in real estate: 6.5

What real estate associations or organizations are you a member of? MetaProp, NAA, NMHC, REBNY (technology vendor/partner)

How have you navigated obstacles to achieve success in your career?

It really depends on the obstacle at hand, but I think keeping perspective has always served me. I've always tried to see things as they are – not better, not worse. I've learned to embrace the rollercoaster ride of entrepreneurship. There are tons of ups and downs, and it's important not to anchor yourself in feeling super high or super low but understanding how to work through something while remaining as even-keeled as possible.

How do you play your strengths to your advantage in your career?

I love building relationships. In fact, when I graduated college, my father urged me to go into sales or business development because I “loved talking to people!” In my opinion, it's not just about sales or closing a deal. Being able to engage with different types of people is something I've always enjoying doing – whether it benefits me or not. Fortunately, being able to build connections has resulted in plenty of benefit for my business via highly supportive customers, engaged investors and advisors, and a close-knit group of strategic partners.

What do you do for fun?

I've recently discovered the magical world of SoulCycle so I've been doing a lot of that!

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