



## **2017 Women in Building Services: Kristen Gizzi, ECCO Development LLC**

October 17, 2017 - Spotlights

Name: Kristen Gizzi

Title: Director of Real Estate

Company Name: ECCO Development LLC

Years in real estate: 13

What real estate associations or organizations are you a member of? ICSC

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

I have faced many obstacles, each one unique and at different points within my career. One cannot look at an impediment as a reflection on themselves. You cannot let your self-confidence be impacted by any obstacle. Instead an obstacle is often a lesson in disguise. This is a tall order for anyone, including myself, especially when the hurdle you face is a rejection or something perceived to be a “knock” on your performance. Every obstacle in my life when not taken personally has lead to a positive decision. If you can reframe an obstacle in your mind as a stepping stone it can result in a positive change.

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

I utilize my strengths to overcome difficulties by reframing them in a way that is valuable toward resolution. In other words, I do not need to comprehend the complexities of a contract or dispute to use my communication skills to diffuse a situation, opening the lines of communication and resulting in parties more amenable to negotiate and reach resolution.

Almost every difficulty one faces can be managed and often resolved if addressed head on with your skill set. The lesson is to utilize your skills when an obstacle arises. These are your strengths and will assist you in achieving success personally and professionally.

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