



2018 Ones to Watch: Trent Dickey, Vice President – NYC Landlord Representation at Schuckman Realty Inc.

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Name: Trent Dickey

Title: Vice President – NYC Landlord Representation

Address: 1983 Marcus Avenue Suite 102, Lake Success, NY 11402

Company: Schuckman Realty Inc.

Year that you entered your current field? 2008

How do you motivate or inspire your colleagues?

Establishing a positive culture of open communication, accountability and teamwork is key. With hard work and by continuously striving to support and keep my team in sync, motivation will naturally follow. When you spend time together celebrating successes and working through challenges, I find you learn to lean on each other's strengths while building up your own. I expect performance, but believe that positive reinforcement is crucial. At Schuckman, we strive to create an environment where we work, train and play together as a team.

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Where do you see yourself in 5 years?

I aspire to be regarded as among the best in my field alongside an exceptional team. I have had exposure to a multitude of markets and a wide range of assets here in NYC and nationally and have built relationships with amazing people who are defining our industry's future. In the coming years I want to work on projects and with groups that are truly world class. I see myself continuing to love what I do every day and eventually aspire to own great real estate of my own and a couple awesome boats.

How did you get your start in your current field?

I grew up with two amazing parents who were both litigators and studied finance at Tulane's business school, but couldn't see myself in those fields. When I had the opportunity to intern at

Coldwell Banker Commercial and NAI Global I recognized commercial real estate was for me. It offered a balance between building relationships, crunching numbers and getting out in the field identifying opportunities. My years leasing retail in house for Acadia and the interaction between their various groups truly cemented my passion for retail, helped me learn the foundations and build the relationships necessary to advance my career.

How do you contribute to the future of your industry?

We are living in an unprecedented and challenging environment for retail, but I view it as a unique opportunity. The traditional retail landscape is changing, some would say at an alarming rate, but my generation- the millennials- will redefine it for a sustainable future. We embrace technology and change at a rapid pace and are connected globally at all times. I am acutely attuned to what my peers seek and demand including seamless, enjoyable omnichannel shopping experiences. I seek to use these insights to bring creative and workable new ideas and better execution to every project I am involved in.

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