



## 2018 Ones to Watch: David Gorelick, Principal at The Gorelick Group

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Name: David Gorelick

Title: Principal

Company: The Gorelick Group

Address: 730 Columbus Avenue, New York, NY 10025.

Year that you entered your current field? 2005

How did you get your start in your current field?

It all started working at a pawn shop in downtown Detroit... From those humble beginnings, a love of retail was born. I've worked with the industry's leading landlords Simon, Westfield, Taubman, etc., as well as iconic brands like Ralph Lauren, Burberry, Tapestry, Kering, Mavi Jeans, Diesel, Tourneau. Prior to forming The Gorelick Group retail advisory, I was the head of retail Cushman & Wakefield, responsible for leading client development and revenue growth. Prior to that a vice president at Simon Property Group managing global retail accounts.

I also spent over eight years with Ralph Lauren Corp., holding various positions lastly senior director, real estate Europe based in London where I had oversight of all European real estate under the retailer's umbrella of brands and concepts.

Who or what do you attribute to your success?

Success is fulfillment and since the world throws a lot at us, to be fulfilled you've got to do what you value. Professionally for me it's about execution and personally it's about quality time. I execute on a daily basis whether it's closing a deal or originating one; I make the time to spend my time the way I want to & enjoy it; so, in my own way I am successful.

How do you manage the work/life balance?

This point goes with my earlier comment about the way I spend my time. Since I love what I do, I get the benefit to have a great balance already built in. When I travel I'm working - walking down streets,

shopping in a malls, browsing online, interacting with people - it's work & life and I'm doing what I enjoy...I've been fortunate to find a career that blends the two together that my life doesn't feel like I need the traditional "work life balance."

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