



2019 Ones to Watch: Eli Serebrowski, Meridian Capital Group

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Name: Eli Serebrowski

Title: Vice President

Company: Meridian Capital Group

Year that you entered your current field? 2014

What do you consider to be your greatest professional accomplishment in the past 12 months?

Over the past year, I've closed over \$200 million in ground-up construction financing for properties including hotels, multifamily rentals, and condominium units. One notable deal includes \$65 million in construction financing for a high-end condominium project in Queens, located at 107-02 Queens Blvd. The 10-story building will consist of 74 units when complete and include a parking garage, rooftop deck, and gym.

Who or what do you attribute to your success?

First and foremost, I am a believer that all of my success comes directly from God. However, my ability to bounce back after receiving unfavorable news is key. In this business, there will always be periods of ups and downs, but you have to stay focused on the long game and remain competitive.

What advice can you offer to someone who is interested in a career in your industry?

Your persistence will be your best ally when starting a career in this industry—more than anything else, this will be your key to succeeding and getting ahead. Additionally, find a niche in the business and stick to it, whether that's construction, outer markets, or retail. Focus on that area and excel in it so that you stand out.

How have your life experiences impacted who you are professionally?

My first job after school was fundraising for a non-profit organization. I believe that if you can make it in fundraising, you can make it in almost any sales position. Fundraising gave me the skills I needed to be successful in this industry, as it helped me conquer the fear of reaching out to important people in prominent positions early on in my career.

