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## **2019 Ones to Watch: Rodney Nassimian, Highcap Group**

April 16, 2019 - Spotlights

Name: Rodney Nassimian

Title: Licensed Investment Sales Associate

Company Name: Highcap Group

Year that you entered your current field? 2017

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

Closing out the sale of two separate multifamily buildings totaling 16 units in the heart of Astoria has been my greatest professional accomplishment in the past 12 months. Shifting my focus from an engineering mindset where I was designing building systems and 3D models on CAD design software to negotiating a sale of commercial assets has been challenging and ultimately rewarding. The process of bringing the two parties to the same page enabled me to enhance my communication skills, which involved tremendous patience, understanding, seeing where an issue may occur and pre-empting that in a timely manner.

Who or what do you attribute to your success?

I give all credit to my mom, though she may not know it yet. She has equipped me with the right attitude towards life and has given me the tools to treat everyone with respect, something which has brought me a long way. The continuous inspiration and blessings I receive from her is undoubtedly the main key to my success.

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

If you are looking to get into the field of investment sales, my advice is to be mindful of the power of perseverance. Your career cannot survive if a conversation that didn't go your way disables you or discourages you from embarking on the next one. Your success lies almost entirely on how much effort you are willing to put in on a daily basis. In order to thrive, one must stay focused while every obstacle is thrown your way to push you off path. Start practicing the famous saying, which is, "keep your eye on the prize."

What was your favorite thing to do as a kid?

My favorite thing to do as a kid was—and to this day still remains—playing basketball. The sport has enabled me to exercise and keep myself in shape while still enjoying the thrill of competition, something I always welcome. The game has a social aspect as well and forces you to learn how to deal with the emotions and tendencies of your teammates [including yourself] and adjusting the style of play to make the team better. To put it simply, ball is life.

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