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## 2019 Ones to Watch: Ang McManamon, Knotel

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Name: Ang McManamon

Title: Head of Growth

Company: Knotel

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

Doubling revenue in Q3 was a wonderful achievement, along with leading the team that contributed the most net-new annual recurring revenue to-date in our primary market, NYC. Similarly rewarding, we've been able to successfully retain large enterprise companies and learn how to win and dominate the flexible workspace sector of each new market we enter. Lastly, I'm proud to say I've crafted a powerful winning culture at Knotel.

What advice can you offer to someone who is just getting started in your industry?

Never stop learning and striving to be better. As a sales leader, I truly believe that you always need to find new ways to get better, and work on your technique. For me, that means listening to podcasts, reading books, and listening to TED Talks to sharpen my sales skills. Similarly, understanding your industry's trends is critical, which is why I read at least three real estate publications a day.

How have your life experiences impacted who you are professionally?

My parents are my ultimate role models. Immigrants to the United States at 18 years old, they came to this country with nothing. They never worked for anyone else, yet managed to succeed by building their own business, which was a testament to their unparalleled and relentless work ethic. I'd like to think I've mirrored this work ethic in my own career, and after seeing them persevere through both the highs and lows of entrepreneurship, they instilled some important lessons in me: nobody owes me anything, and I can achieve anything I want with the right mindset and hard work.

What was your favorite thing to do when you were a kid?

I was a total tomboy and loved to be outside: Running, riding my bike, and playing sports. Unsurprisingly, I ended up in sales — I love to compete, but also thrive in a team environment. Continuing to compete in sports as I matured made me understand a fundamental truth about my personality: I hate to lose, not love to win.