



## **Roxana Girand, Murray Hill Properties**

February 07, 2011 - Spotlights

Name : Roxana Girand

Title : Senior Managing Director

Company/firm : Murray Hill Properties

Years with company/firm : 10

Years in field : 11

Years in real estate industry : 16

Address : 277 Park Avenue, 21 Floor New York, NY 10172

Telephone : 212-763-3510

Email : rgirand@murrayhill.com

URL : [www.murrayhill.com](http://www.murrayhill.com)

Real estate organizations/affiliations : YMWREA, REBNY

What was your greatest professional accomplishment in 2010?

My greatest professional accomplishment in 2010, was acquiring the leasing and management of 417 Fifth Ave. This is a great property with incredible potential that I was very familiar with and the new owners saw that I was the best person to represent them in this new venture.

What was your most notable project, deal or transaction in 2010?

My most notable deal in 2010, was the relocation on Murray Hill Properties headquarters to 277 Park Ave. It was a complex transaction with a very savvy, smart client. It doesn't hurt that we got an excellent deal!

How do you contribute to your company and / or the industry?

Within the firm I am active on several committees and investment activities in addition to my main roll as commercial broker. My firm is very entrepreneurial and that allows me to explore a variety of opportunities for my clients in leasing, acquisitions and financial structuring. In the industry, I attend all of the REBNY and YMWREA events and participate as speaker in many real estate forums to share my experience and advice with the industry.

What advice would you give to women just starting out in commercial real estate?

To be persistent, honest and diligent. And importantly do not be afraid to speak out! Always make sure everyone in the room knows that you are the most prepared, the most educated and the most determined to make that particular deal happen.

How do you manage the work/life balance?

It is challenging, specially having small children. But, I believe that if you love what you do, you'll find a comfortable balance between career and family.

Who or what has been the strongest influence on your career?

My husband, he has not only help me navigate through difficult decision points in my career, but he

has been a true partner and supporter.

What impact has social networking had on your business?

Huge. Networking it's a crucial element in our business. The wonderful thing about our times, it's the possibility of networking in a much wider and more innovated way than before. Thanks to technology the entire world it's at our fingertips allowing us to network globally.

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