



## Roxana Girand discusses her career at Murray Hill Properties

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Name: Roxana Girand

Title: Senior Managing Director

Company/firm: Murray Hill Properties

Years with company/firm: 12 years

Years in field: 18 years

Years in real estate industry: 18 years

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Real estate organizations/affiliations: REBNY and YMWREA

During the last 10 years of your career, which professional accomplishment, honor or achievement was most meaningful to you and why?

During the last ten years of my career, my most meaningful accomplishment has been achieving a balance between success in work and raising my two wonderful children. Raising my children to be respectful, conscientious and curious citizens as a working mother is more of an honor than any plaque could convey. Professionally speaking, I have been honored by my firm in recent years for my owner representation work.

Which project, deal or transaction was the 'game changer' in the advancement of your career during the last 10 years?

Making the move from leasing manager to owner representative was the "game changer" in my career as it expanded my client base to include clients from Latin America and Europe in their expansion or relocation throughout the US and overseas through acquisitions.

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

My firm, Murray Hill Properties, benefits from my involvement with international and local private equity markets as well as hedge funds.

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

I would advise women just starting out in commercial real estate to dream big, go hard and never let anyone tell you no. This is the 21st Century and barriers only exist in our minds. Every "no" really is one step closer to a "yes."

How do you manage the work/life balance?

Managing work/life balance is easy when you clearly understand your values and set your priorities. My family always comes first. However, it is easy to make everything work when your family is as supportive as mine is. I have a wonderful husband who is always happy to help out. As with

everything, being understanding and thoughtful is important and compromise is key.

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

The strongest influence in my life is definitely my mother. When I am at the negotiating table I remember her strength and advice. Be persistent and know that you can achieve anything.

How are you using social media to promote yourself, your products and / or your firm?

We incorporate new media and social networking in a variety of ways, from digital advertising with click through prints, interactive Websites for both current and prospective tenants as well as editorial contribution and content creation for traditional and new media outlets.

Where would you like to be 10 years from today?

Ten years from now I would like to be exactly where I am now, enjoying working relationships with world-class clients and my excellent and very capable staff, only buying more buildings.

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