



## **Pagnotta of Meridian Capital Group elaborates on her career**

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Name: Nicoletta Pagnotta

Title: Vice President

Company/firm: Meridian Capital Group, LLC

Years with company/firm: 8

Years in field: 8

Years in real estate industry: 8

Address: 1 Battery Park Plaza, 26th Floor, New York, NY 10004

Telephone: 212-972-3600

Email: npagnotta@meridiancapital.com

URL: <http://www.meridiancapital.com>

Real estate organizations/affiliations: YREPNY

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

My professional achievements have not been limited to any individual event but rather a culmination of achievements. I've been in the real estate field for long enough to be successful throughout varying real estate markets. I am also grateful to have had the opportunity to arrange financing for some of the most spectacular and prestigious cooperative buildings in New York City.

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

In the summer of 2011, I negotiated the financing for an \$88 million co-op portfolio on the Upper West Side. This was a unique deal due to the sheer size and complexity. Coordinating with all of the advisors, board members and various third parties to tailor a financing package that suited all of their needs was a great accomplishment and closing this transaction has brought my career to another level.

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

In 2011, I was responsible for the execution of over 115 transactions totaling more than \$530 million.

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

Don't be discouraged by the misconception that real estate or banking is just a boys club. It's a great industry for women who are focused, motivated and willing to get the best for their client.

How do you manage the work/life balance?

I think it's very important to have a time to recharge, spend time with family and stay refreshed. Often the best ideas will come when you step outside of a situation and recharge your battery before diving back in.

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

My parents are the strongest influence in all facets of my life. As Italian immigrants who arrived in the U.S. in their late twenties, they had to work very hard in a country where English was their second language and taught themselves how to be successful in their respective trades. From an early age my parents instilled the value of a strong work ethic, which is an important virtue in any industry and has certainly helped me professionally.

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

I use LinkedIn and participate in various networking events to connect with others, build relationships and promote the Meridian brand. Remaining involved with industry events and being in touch with other industry professionals is essential to this business.

Where would you like to be 10 years from today?

I hope to continue to grow in responsibility within the firm and work with new employees as a mentor to their career development.

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