



Professional Profile: Robert Shapiro 2013

June 24, 2013 - Front Section

Name: Robert Shapiro

Title: First Vice President of Sales

Company: Massey Knakal Realty Services

Location: 275 Madison Avenue

Birthplace: New York

Education: SUNY Albany Economics Major, Business Minor

First job outside of real estate: Started at Massey Knakal the day after I graduated college.

First job in real estate or allied field: Associate for Paul Massey

What do you do now and what are you planning for the future? Currently I sell investment property in northern Manhattan. I am planning continue to grow my business and utilize my knowledge of multifamily properties to seek out great opportunities.

How do you unwind from a busy day in real estate? I play Squash competitively and play in a league.

Favorite book or author: Anything by David McCullough

Favorite movie: Almost Famous or American Psycho

Last song you downloaded? Entire Beatles Collection

One word to describe your work environment: INTENSE!

Rules to live by in business: Reputation isn't the only thing it's everything. Return EVERYONE's phone call within 24 hours. Hire good people whose strengths are your weakness.

If you could invite one person to dinner (living or dead) who would it be and where would you go? Steve Jobs - Somewhere with really good orange juice.

What is your dream job? - New Product Tester for Apple.

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