



## Professional Profile: Gina Cali, 2013

December 09, 2013 - Design / Build

Name: Gina Cali

Title: Key Account Manager

Company: Kemper System America, Inc.

Location: New York, N.Y.

Birthplace: Boston, Mass.

Education: Attended Northeastern University (Boston), Dowling College (Long Island)

First job in real estate or allied field: Property accountant at The Copley Group

What do you do now and what are you planning for the future? I build strategic relationships with real estate managers, architects, engineers and others in the New York metro area who specify waterproofing and roofing materials and demand long-term, "worry-free" performance. I am currently pursuing the LEED Green Associate certification. Green roof gardens and "blue roof" water retention systems are becoming more important to those interested in sustainability and the future of New York City.

How do you unwind from a busy day in real estate? Meaningful conversations and exercise.

Favorite book or author: "Blink: The Power of Thinking Without Thinking" by Malcolm Gladwell

Favorite movie: "Hitch." The main character, played by Will Smith, is the ultimate connector. He makes things happen!

Last song you purchased/downloaded? "A Long Walk" by Jill Scott

One word to describe your work environment: Agile

Rules to live by in business: "How you do anything is how you do everything."

If you could invite one person to dinner (living or dead) who would it be and where would you go?

My grandmother, who is no longer here. Her kitchen, where I would record her every thought on life, love, family, surviving, thriving, and making things happen, no matter what the present situation or economy.

What is your dream job? I'm living it!

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