



## Professional Profile: Jeffrey Znaty, 2014

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Name: Jeffrey Znaty

Title: Commercial Leasing & Sales Manager

Company: Kassin Sabbagh Realty

Location: 435 5th Ave., 4th floor, New York, N.Y. 10016

Birthplace: Brooklyn, N.Y.

Education: Bachelors in Business Management & Marketing at Brooklyn College.

First job outside of real estate: Sales director for an insurance firm.

First job in real estate or allied field: Learning the business and field through a small boutique firm in the city.

What do you do now and what are you planning for the future? Currently focusing a majority of my time on commercial retail brokerage and investment sales. My main area of expertise is the Manhattan and Brooklyn borough, with a recent focus more on development sites, and building conversions. My plan for the future is try to expand my realm of business and vast majority of projects, working with larger and active investors within the real estate development, and institutional side.

How do you unwind from a busy day in real estate? A large dinner typically a steak, and nice beer with a good movie to fall asleep to.

Favorite book or author: "How to Win Friends and Influence People" by Dale Carnegie

Favorite movie: "Star Wars"

Last song you purchased/downloaded? "Pompeii" by Bastille

One word to describe your work environment: Communal

Rules to live by in business: No matter how large or small the person you're dealing with in business, treat them as they're on your level with the same respect and trust you would deserve. Even the smallest person.

If you could invite one person to dinner (living or dead) who would it be and where would you go? Warren Buffet, Piccolo Petes in his home town Omaha (His favorite restaurant), Good way to get on his good side for advice and insight on a business/personal level.

What is your dream job? Running my own development and acquisition company one day here in Manhattan. Developing, converting and brining acquired properties to their fullest value and income potential.