



## Professional Profile: Jane Roundell 2015

June 23, 2015 - New York City

Name: Jane Roundell

Title: Principal

Company: Cresa New York

Location: New York, NY

Birthplace: Huntington, NY

Education: BA from the University of Maryland. Undergraduate studies at The Peabody Conservatory of Music.

First job outside of real estate: Professional singer (classical/opera)

First job in real estate or allied field: Out of college I took a part-time job at a title insurance company in Washington, D.C., where real estate closings take place. The first day I was there I took it upon myself to just start doing things. The owner and his partner kept throwing more at me to do and by the end of the day I had a full time job! In my years there, I handled clearing of clouds of title and preparation of mortgage documents and mortgage releases - pretty much everything in preparation for closings. I also balanced the escrow account for the company.

What do you do now and what are you planning for the future? Recently, I was promoted to principal at Cresa NY, where I specialize in tenant representation and am primarily focused on office leasing in NYC. In my role I also support Mark Jacom, Cresa NY's president and managing principal, in many of the administrative and operational matters of the company. I have also been the real estate advisor to the American Heart Association (Founders' Affiliate) for over 12 years and continue to serve that duty.

How do you unwind from a busy day in real estate? I go to the gym, listen to music, cook or go Greek dancing.

Favorite book or author: "Hitchhiker's Guide to the Galaxy" by Douglas Adams

Favorite movie: "Cinema Paradiso" (in Italian)

Last song you downloaded? "Cielo in una stanza" by Mina

One word to describe your work environment: Collaborative

Rules to live by in business: Always take the high road. At the end of the day you have to be able to look at yourself in the mirror and know you did the right thing.

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

would invite my mother who is no longer with us so she could meet my husband. It would be for lunch, not dinner (they are only open at lunch) at this tiny restaurant called Da Michele a Mare on the Island of Ischia off of Naples, Italy. It is built over the sea and run by a charming Ischian lady named Pina.

What is your dream job? Highly successful cookbook writer

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