



Jones of Ackman-Ziff: Turn up the competitive heat for great results

June 23, 2015 - Spotlights

Name: Marion Jones

Title: Senior Director - Investment Sales

Company Name: Ackman-Ziff

Follow my company on Twitter @Ackmanziff

What year did you start your career in commercial real estate: 2004

Real Estate Associations/Organizations:

* Follow me on Twitter @MarionJonesRE

What recent project or transaction are you most proud of?

I recently completed the sale of a \$236 million multifamily portfolio, predominately located in Brooklyn, at a very low cap-rate. I ran a thorough, broad reaching process, turned up the competitive heat, and achieved great results for my client.

What is the first thing you do when you arrive in the office in the morning?

Other than my coffee, I don't have a ritual. I just get going.

What time management strategies do you find to be the most effective for you?

I schedule as much as possible. Non-urgent communication gets returned at lunch or after 6 p.m. Administration is often relegated to Fridays. Beyond that, it's firing on all cylinders, all the time.

What is the best advice you have received and who was it from?

A professor at Penn cautioned us to recognize the fine line between "rigor" and being so disciplined that "rigor mortis" sets in. Creative thinking is key.

What is your favorite quote?

General Patton's "If everyone is thinking alike, then someone isn't thinking."

What did you want to be when you grew up?

I was all over the map: a scientist, a journalist, a spy.

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