



John Cleary Vice President of Business Development Ciminelli Development Company, Inc.

May 05, 2008 - Spotlights

Name: John Cleary

Title: Vice President of Business Development

Company: Ciminelli Development Company, Inc.

Location: 350 Essjay Rd., Williamsville, N.Y.

Birthplace: Syracuse, N.Y.

Family: Wife, Maureen; 3 children: Abby, Ellie, Jack

College: Canisius College, Buffalo, N.Y.

First job outside of real estate: Sales manager, high tech industry

First job in real estate or allied field: Vice president business development

What do you do now and what are you planning for the future? Ciminelli Development Company, Inc. is one of western New York's largest real estate development and investment companies. Ciminelli Real Estate Corp., the real estate services affiliate of Ciminelli Development Co., specializes in providing corporate real estate services, leasing, marketing and property/asset management to over 350 international, national and local clients in western and central New York, Florida and southern Ontario, Canada. Our growth will be strategic in nature and will focus on leveraging our past successes, expanding geographically and growing our third party property management product.

Favorite book: "Contract on America," "City of Light"

Persons you admire most (outside of family): Malcolm Forbes, Warren Buffet

Keys to success: Place yourself in your customer's shoes, provide exceptional customer service, do what you say you are going to do, and follow up! You can never have too much information.

If you had to choose another vocation what would it be? Author

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