



## Professional Profile: Robert Paul 2015

July 13, 2015 - Long Island

Name: Robert Paul

Title: Vice President Global Facilities Services

Company: CA Technologies

Location: Islandia, N.Y.

Birthplace: New Rochelle, N.Y.

Education: BA Iona College; MBA Program Long Island University (LIU)

First job outside of real estate: IBM, administrative services manager

First job in real estate or allied field: IBM, facilities services manager

What do you do now and what are you planning for the future? I enjoy my role, making a difference and finding creative ways of adding value back to the business. The software business is one of the most competitive businesses to be in. Staying relevant and on the cutting edge in this industry is a challenge. This all adds up to continuous change. It is important for facilities/real estate to anticipate and react to change in the business in order to contribute to the overall future success of the business.

How do you unwind from a busy day in real estate? I enjoy spending time with my family. My wife and I have three sons and we were recently blessed with our first grandchild, Sophia Grace. We can't be more delighted to have her part of our lives and watching our family grow.

Favorite book or author: I don't have a favorite book or author but I enjoy reading non-fiction that provides a business and leadership perspective. I have a library of audio books I use while driving in and from work. Most recently was Steve Jobs and Leadership by Rudy Giuliani.

Favorite movie: I always liked "Butch Cassidy and The Sundance Kid" with Paul Newman and Robert Redford.

Last song you purchased/downloaded? I listen to a range of different music, but I've been listening to country music a lot. Toby Keith's "American Soldier" was the most recent download during a Memorial Day weekend family BBQ!

One word to describe your work environment: Hectic

Rules to live by in business: Be ethical, honest and have a high sense of integrity. Always remember, your effect on other people is the most valuable currency there is.

If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Abraham Lincoln - I would like to have dinner with him in the White House. He came from a very poor family, had only three years of formal schooling, was a Captain in the Army, became a lawyer, lost all of the elections he ran for prior to becoming president and then managed through our nation's civil war and kept America together as we know it. All this by age 56, pretty impressive life I think.

What is your DREAM job? I have always thought of working in public office and having the

opportunity to create meaningful change.

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