



2018 Ones to Watch: Nick Romito, CEO and Co-founder at VTS

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Name: Nick Romito

Title: CEO and Co-founder

Company: VTS

Address: 119 W 40th Street, 11th Fl, New York, NY 10018

Year that you entered your current field? 2004

How did you get your start in your current field?

My best friend (and co-founder at VTS) started working at Cushman & Wakefield and loved the entrepreneurial spirit of brokerage. And, one of my mentors was a senior broker at CBRE at the time. After talking to them, I realized I could use my professional strengths and interests to be successful so I joined the brokerage world and quickly realized there's no limit to success – it's dependent on your own motivation and drive, which I thrive on.

How do you contribute to the future of your industry?

VTS and our team is making the market more efficient and making professionals far smarter, faster and better at their jobs. We're giving them time back in their day to focus on their business, or whatever else they choose, rather than worrying about data entry and compiling information manually. Our goal is to change the way landlords, asset managers and brokers look at asset performance and market performance to make more informed decisions proactively rather than reactively in a way that didn't exist before VTS.

Who or what do you attribute to your success?

I contribute my success to surrounding myself with amazing people so I can learn from them. I also try to be as resilient as possible and take failures as learnings rather than letting those failures demotivate me or bring me down. Because of this, I've always had a clear vision of what I wanted to do which ultimately turned into VTS – I could envision it in my head before we even built a single a product.

What are your professional goals for 2018?

To continue to run VTS as efficiently as possible. We have big growth goals and significant products coming to market that you will hear about in the next few months.

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