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## **2018 Ones to Watch: Baruch Edelkopf, Vice President of Sales at EMH Commercial Realty**

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Name: Baruch Edelkopf

Title: Vice President of Sales

Company: EMH Commercial Realty

Address: 109 South 5th ST, Brooklyn, NY 11213

Year that you entered your current field? 2013

How did you get your start in your current field?

In March 2013 after completing service in the Israeli army I started working as a research intern for my father Yona Edelkopf. The first week on the job I observed how my father met his client about a property and then proceeded to broker the deal and initiate the sales contract within 24 hours. From that point I knew that real estate was my calling and deal making is my specialty.

What are your professional goals for 2018?

This is a major year for us. We are in the midst of celebrating the one year anniversary for our company EMH Commercial Realty.

Recently, we expanded and doubled our space as we prepare to accommodate our growing team. We have succeeded in creating a great vibe in our office through a combination of intense individual and team training and motivation.

Many of our junior associates are on track to close two to three deals within their first year. It is my goal to continue this path and hit our projections.

How do you motivate or inspire your colleagues?

I find the best way to motivate is staying motivated by constantly educating myself. I love podcasts and audio books. Currently, I am listening to Relentless by Tim S Grover and the Self-Made Man podcast series. My rule is if I find a good book or podcast I get it for a friend or colleague.

Where do you see yourself in five years?

Still in the game I am addicted to the art of deal making and I see myself doing this for many years to come.

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