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2018 Ones to Watch: Marko Glavadanovic, Senior Director at Coldwell Banker Commercial Island Corporate Services

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Name: Marko Glavadanovic

Title: Senior Director

Company: Coldwell Banker Commercial Long Island

Address: 10 Lawrence Hill Road, Huntington, NY 11743

Year that you entered your current field? 2016

How did you get your start in your current field?

I had always been determined to be a commercial broker. Prior to becoming a commercial broker, I was a pharmaceutical sales manager in Croatia. During this job I was able to hone my sales skills, but, when I first came to the U.S. in 2013, my opportunity was as a sales project manager in a Manhattan commercial HVAC and development company. After a few years, I made the switch. After completing the necessary courses, I began interviewing, and began working at CBC Island Corporate Services in Islandia.

How do you manage the work/life balance?

This is a relatively easy task for me since I truly enjoy my job, and do not consider traditional work tasks to be stressful or burdensome, particularly the people-contact side of the business. I also believe that my European background and culture has provided me with a different understanding of what a healthy work/life balance is. When I am working, I give 200% of my effort and am laser focused. When my tasks are completed for the day, because I know I gave my all each day, I am able to decompress in the evenings and weekends with my wife, two children and entire family.

Who or what do you attribute to your success?

I attribute my success to my work ethic and personability. In order to succeed, particularly as an immigrant, you have to be a hard worker and determined. Each day I am more focused than the next, and I attribute my work ethic to my never-weaning determination. I am also very personable, and enjoy understanding customer's needs and being able to help them meet their needs. In this

industry, a larger network of prospective customer, as well as other brokers and professionals breeds success. My ability to connect with people in an authentic way, makes positive impressions, and converting brief encounters into lasting connections, is a huge key to my success.

Where do you see yourself in five years?

In 5 years I see myself continuing to be in the same industry. I am a salesperson by nature, and this industry is the perfect fit for me. I will always enjoy hitting the pavement to meet new people and assisting clients achieve their goals. I am also looking forward to mentoring other brokers who are novice to me. While my work ethic and personability have helped me be successful, and nothing would have been possible if my superiors did not take the time and effort to guide, educate, and develop my skills, and I look forward to continuing to pay that forward.

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