



## **2019 Ones to Watch: Conor Krup, Lee & Associates NYC**

April 16, 2019 - Spotlights

Name: Conor Krup

Title: Director

Company Name: Lee & Associates NYC

Year that you entered your current field? 2017

List up to three CRE organizations that you are currently a member of: REBNY

If you have a mentor, who is it and how have they influenced your personal & professional growth?

I have been lucky enough to learn from my senior colleagues Dennis Someck and Justin Myers as well as my mentor, Gregg Lorberbaum, who is a thirty-year veteran of the commercial real estate industry. Throughout my time in the industry, Gregg has provided me with valuable industry advice and guidance. His teachings focus around "doing the things you say you are going to do" and "working today so your future self can benefit." Gregg's guidance has helped me become more productive and happier in both my professional and personal life.

How have your life experiences impacted who you are professionally?

I was raised by my parents in New Jersey both of whom have worked two jobs each for the past 15 years. They have both led by example and shown me the value of work ethic. It is without question that you have no chance of success in this industry without working hard and the fact that I don't have any previous experience or family connections has only motivated me to work harder.

This is a very competitive job in the most competitive market and I can only thank my parents for the drive that gets me through each day.

What do you consider to be your greatest professional accomplishment in the past 12 months?

Over the past 12 months, I have been most proud of the variety of deals that I've closed as well as the square footage of those deals, which totaled approximately 80,000 s/f. I have represented tenants for new direct leases, subleases, sublandlords and renewals. Although my focus is on Manhattan, over the past year, I've also closed a deal in Brooklyn and another one in Los Angeles.

The variety of requirements I've worked on has helped shape me into a more well-rounded broker by exposing me to different obstacles and industry knowledge.

Who or what do you attribute to your success?

Aside from the support of my family, friends and colleagues, I attribute the majority of my success to canvassing buildings. The act of walking buildings has provided me with unique and in-depth market knowledge that cannot be learned behind a desk. Meeting with decision makers face to face also forces me to perform at a higher level. I must convey valuable information on the spot and simultaneously learn the particular tenant's needs. I also believe face to face interaction helps create a stronger relationship.

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