



2020 Ones to Watch: Eli Finkel, Meridian Capital Group

February 18, 2020 - Spotlights

Name: Eli Finkel

Company: Meridian Capital Group

Title: Vice President

Education: MS in Accounting

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

Over the past year, I’ve closed more than \$250 million in ground-up construction financing for an array of property types, including hotels, multifamily rentals, and condominium units, though one notable transaction includes a \$37 million construction loan for a multifamily property in Greenville, S.C. There were multiple hurdles to overcome, including the fact that this was the sponsor’s largest project in addition to the fact that the borrower was based in New York. We ended up identifying a regional bank and executed with terms that more than exceeded my client’s expectations on every level.

What do you like most about your job?

I enjoy the unique challenges that each day brings. No two deals are the same and every deal and client has their own nuances that need to be navigated through. Over my five years at Meridian, I have come to learn that no matter how challenging a deal may seem, every deal is financeable—it’s just a matter of identifying the right lender and presenting the deal properly.

What led you to your current profession?

I started my career as an accountant in public accounting at PwC before transitioning over to a private real estate company. While working in the accounting and asset management department at that firm, I took a liking to the finance side of the business, and the rest is history.

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