



## 2020 Ones to Watch: Ben Biberaj, Meridian Retail Leasing

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Name: Ben Biberaj

Company: Meridian Retail Leasing

Title: Director

Education: Old Dominion University

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

I think each individual deal is a game changer in this industry, as we are helping businesses that provide a multitude of services find new locations to cater to residents and tourists of New York City. At the same time, we also take great pride in helping landlords monetize their assets. If I had to pick one deal that I take a lot of pride in, it was signing Viand Café to their second Upper West Side location at 517 Columbus Ave. The restaurant has been a staple in the Beacon Theatre for more than 30 years and I was thrilled to work with them to secure their new location in the area, as I was a resident of the neighborhood for more than a decade and am still a frequent patron of theirs.

How do you contribute to your community or your profession?

I contribute to my profession by mentoring new real estate salespeople in the industry. I have been fortunate to have always had mentors at every stage of my career and I owe a lot of my success to them. I have been growing a team here at Meridian to help the young professionals who are looking for guidance to grow into successful brokers, and I hope that one day they will be able to do the same for the next generation of brokers.

What led to your current profession?

For as long as I can remember, I knew I wanted to work in the real estate industry in New York City. In fifth grade, when all my friends said they wanted to be professional athletes, I vividly remember telling my teacher I wanted to work in real estate in the city.

What do you like most about your job?

The relationships I have made along the way, from landlords to business owners to other brokers. Learning from the successes and failures of others is invaluable and shows the importance relationships play in this industry.

Who or what inspires you?

My parents. They came to this country from Albania 50 years ago knowing very little English. They made no excuses, worked hard, and made sure my siblings and I were given every opportunity that they were not afforded. I know any struggle I may face in life is nothing compared to what they went through to ensure my future, and that motivates me more than anything to be as successful as possible.

If your life were made into a movie, what actor would you want to portray you?

Vince Vaughn.

What social media platform do you use the most professionally?

LinkedIn.

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