



## **2020 Ones to Watch: Alexandra Marolda, Avison Young**

August 18, 2020 - Spotlights

Name: Alexandra Marolda

Company: Avison Young

Title: Senior Associate

Education: University of Richmond - Robins School of Business

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

103-105 MacDougal St. in Greenwich Village is a sale that myself and our team recently closed. This deal is representative of our team’s relentless effort, perseverance and capabilities in what was already a tough market for multi-family in NYC and became even tougher with COVID-19. We pushed through and worked tirelessly to get this over the finish line, accomplishing a one-day contract close.

What do you like most about your job?

The people I work with. COVID-19 has changed the way everyone does business. However, throughout these many months in quarantine, we still meet as a team (virtually) every single morning. The team’s energy and support are motivating. I cannot wait until we are all back in the office, pumping each other up from across the room, celebrating wins—big or small, learning from each other and genuinely enjoying each other’s company.

In addition, there is always something to work on and a way to improve yourself. The effort you put in, directly impacts your ability to succeed.

What led you to your current profession?

I knew that I wanted to be in real estate from a young age. I remember walking my first building with my father many years ago. We walked into a studio that had a tub in the middle of the kitchen, and he was enthusiastically sharing his visions for the apartment, which seemed farfetched to me. I went back with him after the job was complete, and I was blown away by the transformation. I was hooked and have been working in the industry since then, from property and asset management to acquisitions and now brokerage.

What can our political leaders do to increase equality in the workplace?

Our political leaders can actively push for more diversity and equality in government. Just saying we

need diversity and equality is nice but showing and leading by example is the only way to accomplish this in all aspects of life, including the workplace.

Who or what inspires you?

My father inspires me. He worked 24/7 from day one. He had to in order to be successful—making up for his lack of connections, finances and a proper education. He had the unique ability of maintaining a work-life balance, both sides feeling like a priority. He was the father that coached from the sidelines (never missed one of his daughters' games), while closing deals over the phone. He is an inspiration, and I hope to achieve everything he was able to and more.

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