



2021 Women in Professional Services: Alicia Iskhakova, JP Morgan Chase

March 23, 2021 - Spotlights



Name: Alicia Iskhakova

Title: Executive Director, Treasury Group Sales Manager

Company Name: JP Morgan Chase

How do you keep your team motivated despite conflicts and obstacles?

My philosophy as a leader is to operate as one team striving for a common goal. I am fortunate to have such a dedicated group of people to lead. I promote comradery across all aspects of our business and support within the team; to aid one another in achieving our individual and group goals.

Women have made significant progress in the last year towards equality in the workplace. How do you advocate for your fellow women in real estate?

I have always been inspired by a quote I came across by a well-known author: Louisa May Alcott, "I'm not afraid of storms for I'm learning how to sail my ship." Do not let fear inhibit you from fulfilling your highest potential. Women must let their voices be heard and raise each other up. I always seek to share my knowledge through my own experiences to help other women overcome obstacles. It is critical to acknowledge and elevate one another and participate in women-centered organizations and groups.

What books or social media influencers would you recommend to other women?

Social media influencer Simon Sinek wrote a great book: "Start With Why" – It emphasizes how great leaders inspire everyone to take action.

In the past year, what project, transaction or accomplishment are you most proud of?

I first joined the Commercial Term Lending (CTL) team in January of 2020 and was tasked with increasing our Treasury business. Shortly thereafter, the pandemic hit, and it presented a plethora of unanticipated challenges. Despite the setbacks, we were able to deliver outstanding results. I extend my deepest gratitude to the CTL's leadership team and our teammates that provided us with a tremendous level of support throughout our journey, which contributed to our success.

What steps have you taken to ensure the continued success of your firm?

Staying abreast of industry trends, allows me to anticipate future needs of our clients and be proactive. Additionally, I leverage all client feedback on a consistent basis to help improve processes and further develop our products, while maintaining our position as market leader in providing unparalleled solutions and services.

Why should women consider a career in commercial real estate and related services?

The industry is extremely dynamic and ever evolving, especially considering the unprecedented circumstances we presently face. With that, comes the opportunity to make an impact. Women have historically proven their ability to command and succeed. Commercial real estate presents a rewarding and self-fulfilling career that's open to everyone!

How have you adapted and changed in the last 12 months?

Implementing a new business that began with the onset of a pandemic forced us to change how we engage with clients. We have successfully managed to pivot and conduct all of our business digitally from home. This included conducting meetings with clients and simultaneously managing day to

day household responsibilities and remote learning for 3 kids. My time management/multitasking skills have certainly improved!

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540