



## **2021 Women in Professional Services: Natalya Robles, JPMorgan Chase**

March 23, 2021 - Spotlights

Name: Natalya Robles

Title: Executive Director

Company Name: JPMorgan Chase

Real estate associations or organizations that you are currently a member of:

Women on the Move at JPMorgan;  
Upper Saddle River Education Foundation

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

I worked on the financing of a \$973 million construction loan for the redevelopment of a 1.3 million s/f office building. We closed on that transaction in May 2020 at the height of the pandemic, when everyone had just switched to working from home and during a construction stop work order in NYC. We had so many challenges to overcome many of which were new and unique. I am so proud of how we at JPMorgan, the client, the lenders, and attorneys all came together to persevere to get the deal closed. There was so much collaboration, hard work and creativity to get it to the finish line.

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

My drive and motivation have been consistent. I'm not letting the current challenges stand in the way of our business. I've also been making extra effort to stay connected to others and to provide mentoring to new and junior team members. I've been holding informal training sessions to help new and junior team members get up the learning curve and to provide them more opportunities to interact with others and to ask questions.

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

It's a great career path with so many interesting options. It's also a very collaborative and inclusive environment, and I feel like I am always learning. It's been amazing to see over my 15 year career the number of women on various project teams expanding. When I've been the only woman on a team that's never slowed me down or impeded me in any way. But it's also great to see more women in the field and to get the chance to get to know them.

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

I've learned to be extremely flexible with my schedule and to go with the interruptions that happen when work, home life, and kids all collide.

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

Good communication is key as well as providing everyone an opportunity for their voice to be heard. Everyone needs to feel empowered to raise their concerns and to discuss what obstacles they are facing. It's important to provide a venue for that and to let them feel like we're all in it together and working on making strides forward.

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 try to mentor junior women on the team and have joined Women on the Move within JPMorgan Chase to be more involved. I have a small network of women who I do my best to keep in touch with and we all support and encourage each other.

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

Arianna Huffington – she's very inspirational and down to earth. I love how she encourages us all to take charge of our wellness and how that's key to our success.

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