



2021 Ones to Watch: John Roesch, Meridian Capital Group (Retail Leasing)

September 21, 2021 - Spotlights

Name: John Roesch

Title: Director

Company Name: Meridian Capital Group (Retail Leasing)

What recent project, transaction or accomplishment are you most proud of?

I am most proud that along with my partner, Kevin Bisconti, I was able to assist some of New York's most prolific and homegrown food and beverage operators in finding more than 10 new locations throughout the unprecedented COVID-19 pandemic. We saw this time as an opportunity to get creative with deal terms and monetize landlord assets while keeping retail and office tenants' margins in line. A recent deal that I am proud of was leasing a 15,000 s/f restaurant and lounge, located at 29 West 36th St., to entertainment guru Felix Cabrera.

Who was/is your mentor and how did s/he influence/help you in your career?

James Famularo, the president of retail leasing at Meridian, is my mentor. He knows how to push me and motivate me to work harder every single day and he cares about helping me achieve a bright future in the business. His main priority is teaching our team how to cultivate and grow our businesses independently, setting us up for a long-term and successful career in retail leasing.

What did you want to be when you grew up?

I dreamed of being an NBA player, but I am about a foot or so too short

What led you to your current profession?

I began reading about real estate transactions when I was in college, and I remember being fascinated by brokers who had their hands in selling some of the largest and most notable buildings in Manhattan. I started by career in investment sales and gradually transitioned into leasing.

Top three things on your bucket list:

1. Buy my first investment property and ultimately own a portfolio of buildings
2. Smoke a cigar with Joe Rogan and Elon Musk
3. Retire on a 100-acre ranch in the state of Montana

Favorite quote:

I would rather say 'oh well' than 'what if'

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

My team and I are motivated from knowing that there will always be a competitor out there willing to put in the work. Through persistence and remaining knowledgeable about the state of the market, we are constantly striving to stay ahead of the curve. When we run into inevitable obstacles along the way, we know from experience there's always a way around them and we find a way to make the deal work for our clients.

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