



2021 Ones to Watch: Harshul Ganjawala, SAB Capital

September 21, 2021 - Spotlights

Name: Harshul Ganjawala

Title: Capital Markets Associate

Company Name: SAB Capital

Real estate associations or organizations that you are currently a member of: International Council of Shopping Centers (ICSC)

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

To start, I'm proud of our team's ability to adapt to the volatility of this market while continuously gaining national recognition as a firm. Though, personally, my recent execution of a \$12.5 million refinance of a portfolio of Applebee's during the heart of a pandemic that rendered many dine-in restaurants non-financeable is the project I'm most proud of. The deal was a portfolio of Applebee's restaurants in North and South Carolina—a total of 10 properties—which were all part of a syndicate totaling 60 properties. This deal involved multiple lenders, the owner, and numerous other parties, making it an exciting task to coordinate and execute while meeting everyone's requirements - leaving our clients and team extremely satisfied with the outcome.

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

I've had the pleasure of being surrounded by many mentors throughout my life and career. Since joining SAB, my mentor has been my manager Miguel Jauregui, a director of capital markets. Having his forward-thinking mindset and industry knowledge on my side has had a powerful impact on my growth and early success. He has shown me the path to what it means to be a professional in my career and personal life.

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

Motivation can come in many forms but is often overlooked as a crucial aspect of daily productivity. My team and I are very collaborative and maintain focus by constantly progressing our skill sets, building substantial foundations for growth both in the company and in our personal lives, and working towards reaching the goal of financial freedom for our clients and ourselves. In short- our motivation is found every day when we push each other to focus, keep grinding, and remind each other of our long-term and short-term goals.

How do you contribute to your community or your profession?

I've always believed in doing onto others as others have done for you. Since my childhood, I've had incredible people guide me in the right direction, which led me to volunteer for groups like Big Brothers Big Sister. Mentoring a kid and pass along what my role models provided me has been an incredible experience.

What did you want to be when you grew up?

Growing up, I always wanted to be a professional athlete. The one thing that has always stuck with me throughout my athletic career is the mindset of being constantly improving and reaching new peaks, which I've translated into my career in capital markets.

What led you to your current profession?

After obtaining my Juris Doctorate degree and during my brief legal career, I realized that something else was calling me. As I was exploring other options, I realized my mind was built towards entrepreneurship, likely fueled by being raised in that environment at home. Seeing relatives and friends find success in commercial real estate, led me to explore a career in this industry. I had a strong desire to learn and align myself with best in the business which led me to joining SAB Capital.

Top three things on your bucket list:

1. Building my network of local and national commercial real estate professionals while operating in New York City.
2. Global travel by setting my destinations simply by spinning a globe, pointing to a new place, and hitting that "book ticket" button.
3. Sky Diving off the coast of either a major city or a rocky coastline.

Favorite quote:

"You miss 100% of the shots you don't take" – Wayne Gretzky

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