



2021 Ones to Watch: Nikita Pustovoit, ACC Space

September 21, 2021 - Spotlights

Name: Nikita Pustovoit

Title: Associate Director

Company Name: ACC Space

Real estate associations or organizations that you are currently a member of: Commercial Industrial Brokers Society of Long Island, American Heart Association of LI

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

As an office/medical leasing specialist at my brokerage, it has been a unique year for my clients and I, as COVID-19 changed the way business owners utilize their workspace. From my perspective, it was a real test of resilience and creativity to push through the months of inactivity in the office market. Through hard work and some luck, I am very proud to have rebounded by completing six office lease transactions in the past couple months and have several more lease/sale transactions on schedule to be completed in the coming weeks.

What did you want to be when you grew up?

I wanted to be a professional soccer player! Growing up, playing soccer was the thing that I looked forward to the most every day. By sophomore year of high school, I was traveling to play six days a week, and it even eventually led me to play for the Division 1 team at Hofstra University. Even though I work in real estate nowadays, I still try to play whenever I can.

Favorite quote:

"If you really look closely, most overnight successes took a long time." -Steve Jobs

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

Luckily, I am grateful to work with a tight-knit group of professionals. We all have our strengths and weaknesses; however, we use this to our advantage by working together and delegating assignments. Being one of the youngest brokers in my firm, it's imperative that I constantly communicate with my team and offer my assistance in any way I can.

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

My colleague and vice president Sonny Singh was a huge influence on my career. Although, I must give credit to my whole team as they all provided me with great support, especially early on.

However, Sonny Singh made a herculean effort in mentoring me, which made me all the better in not only my career but life as well.

How do you contribute to your community or your profession?

My career gives me the privilege to connect with professionals from different cultures, backgrounds, and experiences. Furthermore, it brings me incredible joy to help facilitate their ambitions by negotiating leases for the workspace they need and deserve. I can remain confident that I am contributing not only to my company's reputation but business on Long Island.

What led you to your current profession?

I went to Hofstra with one of my colleagues. I was in my senior year constantly applying for jobs, and one day he stopped by my fraternity house to talk about an opening at his brokerage. I decided to interview, and the rest is history!

Top three things on your bucket list:

1. Skydiving
2. Visit the Grand Canyon
3. Go to the FIFA World Cup

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