



2022 Industry Leaders: Ivan Petrovic, Ariel Property Advisors

September 27, 2022 - Spotlights



Nominee's Name & Job Title: Ivan Petrovic, Founding Partner - Operations

Nominee's Company/Affiliation: Ariel Property Advisors

Nominee's City & State of Employment: New York, NY

What is your management style?

Since Ariel is designed to operate as one team, I like to involve and empower my staff in the decision-making process. In doing so, I'm able to vet decisions better, bring new ideas to the table and instill confidence and growth by involving the team in the process.

What advice would you give the next generation of leaders in your industry?

Have a clearly defined vision to help you prioritize, save time and give consistency in decision-making. Show commitment and support the growth of dedicated team members who are helping steer the ship in a meaningful way. Give back and be a leader in the community where you live and work.

Describe what you would consider to be ONE of your top career highlights:

I started my career 19 years ago at another firm working with and learning from a top producing team—Shimon Shkury, Victor Sozio, Michael Tortorici. We later founded Ariel in 2011.

Building/growing the company into one of the best CRE brokerages in NYC has been an incredible journey.

What was the most difficult experience you have encountered as a leader?

After COVID-19 forced us to close our offices in March 2020, we faced difficult decisions including how to continue operating in an uncertain environment. We decided to preserve our team so when market activity picked up, we could fully support our clients and deliver the quality associated with our brand.

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