



## **2022 Industry Leaders: Robert Nelson, Nelson Management Group**

September 27, 2022 - Spotlights



Nominee's Name & Job Title: Robert Nelson, President

Nominee's Company/Affiliation: Nelson Management Group

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

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

I'm proud of a transaction I did in 2005 with a building called Cathedral Parkway Towers. I bought, redeveloped, and then sold it to a tenants association so the building could remain affordable—which it will likely remain for eternity. I'm incredibly proud to have been able to do that.

What award were you most proud to receive?

Following the Cathedral Parkway Towers transaction, I was awarded Developer of the Year from the Associated Builders and Owners of Greater New York (ABO), which is the honor I am most proud of. It was not an easy deal to complete, but it was well worth it, and has been one of the most memorable of my career.

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

Hands down, going through the pandemic has been the most difficult—offices were closed, everyone was at home, and we were still trying to run our buildings as professionally as possible. We made it through successfully, but it was as difficult as anything I've ever encountered.

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

Roll up your sleeves and learn the granular details. My advice would be to pick a specialty and become an expert at it. That's how you ultimately make better investment decisions that lead you to long term success. That, and there is no substitute for hard work.

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