



2022 Industry Leaders: Sebastian Post, Lionheart Strategic Management, LLC

September 27, 2022 - Spotlights



Nominee's Name & Job Title: Sebastian Post, Managing Director and Co-Head of Investments

Nominee's Company/Affiliation: Lionheart Strategic Management, LLC

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

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

I've been fortunate enough to be involved in over \$6 billion of real investments but I would say building out Fisher Brothers' fund management business and growing it from \$100 million to over a \$1 billion in AUM in two years has been my most rewarding experiences to date.

What leadership role outside of the workplace is most rewarding to you?

I am a board member of the New York Private Equity Network Real Estate Group, an education, leadership and networking organization exclusively for real estate investment professionals based in the New York City area. We offer education and networking events to help professionals further develop their careers within the industry.

What aspect of your position do you find most challenging?

The commercial real estate industry is constantly evolving and innovating, while real estate investing can be remarkably old fashioned. Being forward-thinking while relying on the same playbook that has traditionally served the industry well can be challenging but also incredibly rewarding.

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

Build relationships with today's leaders in the industry and learn from your mentors, this industry is all about relationships and while intellect accounts for a good amount of success, relationships matter the most. Also, keep an eye on emerging markets, asset classes, and trends by relying on statistics.

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