



2022 Women in Professional Services: Remi Mandell, Ariel Property Advisors

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Remi Mandell
Associate Director, Research and Sales

In the last 12 months, what was your TOP career highlight? Part of the team that analyzed and arranged the \$350 million sale of a Bronx affordable housing portfolio (48 buildings, 1,904 units) on behalf of 40+ year ownership. Expertise in the affordable sector and leverage of long-term and new relationships fueled a competitive process, resulting in close to 15 qualified bids.

In the last 12 months, what ONE award were you most proud to receive? Ariel Property Advisors honored me with its Local Leadership All-Star Award for my leadership positions in industry organizations, Ariel's internship programs and community volunteer projects.

In the last 12 months how have you helped your industry grow through professional creativity, innovation and leadership? I've mentored young professionals through UJA's Real Estate Executives (REX) Next Committee and Girl Gang, an all-woman, NYC-based real estate networking group. Also, helped train the next generation of real estate professionals by leading Ariel's summer real estate internship programs with the Chapin School and Legal Outreach.

What advice would you give the next generation of women in your industry? Never say no. Always step up. Take risks. Be willing to learn from mistakes. Don't just take the work given but ask for more. Look for prime opportunities that will give you more experience and, as a result, boost your confidence. Share your knowledge and experiences with the younger generation.