



Ones to Watch Fall 2022: Henry Korzec, Raise Commercial Real Estate

November 22, 2022 - Spotlights



Henry Korzec
Sr. Advisor & Member of Founding Team

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

Joining the founding New York City team at Raise! Our entire team was thrilled about the opportunity to join a VC-backed, technology-driven, full-service commercial real estate brokerage firm. The past 10 months have been an incredible experience and I am so excited about the industry-first platform that our product and engineering teams have built and continue to improve daily.

Tell us about a mentor or role model that has influenced your career choices?

My three senior partners; Jamie Katcher, Doug Regal, and Sebastian Infante. They have over 40 years of combined real estate experience advising VC-backed technology and media companies. I was instantly interested in what they were building and I was fortunate enough to join their team after a few months at our previous firm. They believed in me when I was a wide-eyed, naive “kid” straight out of college. Jamie, Doug and Sebastian have invested a lot of time and effort into my development and have also helped me grow not only as a professional but also as a person. I am forever grateful for their continued guidance and support and truly could not ask for better managers.

What 3 skills do you consider the most important to be successful in your industry?

Consistency, creativity and patience. Building a book of business takes time and there is no perfect recipe for doing so. Being consistent with and committed to business development on a daily basis and learning to be patient has helped me stay focused.