



## **Ones to Watch Fall 2022: Richard Madramuthu, Macerich**

November 22, 2022 - Spotlights



Richard Madramuthu  
Assistant Vice President, Leasing

Macerich

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

Over the last 24 months we have strategically elevated the co-tenancy mix within our NYC shopping center portfolio to bring first-to-market tenants into the boroughs and curate a diverse tenant lineup for our shoppers.

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

Macerich is an extremely collaborative environment, and many of my colleagues are seasoned veterans with decades of experience across the multiple sectors within the commercial real estate space. Exposure to working with various internal partners has allowed me to broaden my knowledge of the industry spanning construction, redevelopment, and capital markets.

What is one lesson that you had to learn the hard way?

Don't get too strung up if a deal falls apart. Refocus your attention to the "Why" it didn't come to fruition and use it to your advantage on the next deal.

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

Tenacity, Persistency, & Resiliency. All 3 are interconnected. I associate tenacity with the self determination to accomplish a set goal. While persistence will keep you going when the going gets tough, and resilience will help you get back up when you are knocked off course.

What do you enjoy doing when you are not working? In my free time I enjoy spending time with the family, fishing, biking, and supporting our NYC sports teams as painful as it is sometimes. Go Knicks!

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540