



2023 Ones to Watch Rising Stars: Sam Martorella, Ripco Real Estate

May 16, 2023 - Spotlights



Sam Martorella
Managing Director

Ripco Real Estate

Number of years at firm: 4

One thing on my bucket list: Sit courtside at a Knicks game in Madison Square Garden

When I am not working, I am: Spending time with family and friends.

What recent project, transaction or accomplishment are you most proud of? I developed and have begun implementing Panera Breads market strategy for their new urban concept. This includes identifying markets and submarkets throughout New York City, Manhattan. There are many phases of this process that I have been fortunate enough to work on and have enjoyed. This includes providing data to help advise site selection, attending construction/operations meetings, real estate C-Suite tours, and letter of intent and lease negotiations. This has given me valuable experience in both the strategy and execution of the individual transactions. We've signed seven deals in Manhattan (three are open) with more coming soon.

What makes this nominee a RISING STAR?

"While Sam has only been with us for four years, he has been promoted three times. He plays a role in all of my accounts including publicly traded companies. He has been entrusted with deal analysis, business/lease negotiations and has taken it upon himself to learn all of the workings of complicated transactions. He has demonstrated the ability to interact with executives at the highest levels in our business. It is rare to find a person who is so capable at such a young age while at the same time he pursues his own business with tremendous tenacity." - Andrew Mandell, Vice Chairman | Principal at Ripco Real Estate

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