



2023 Ones to Watch Industry Leaders: Sam Eshaghoff, West Egg Development

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Sam Eshaghoff
Managing Principal

West Egg Development

Number of years in CURRENT position: 6

3 skills that you use every day in your position: Negotiation, research, problem solving.

Best book, podcast, or app for aspiring leaders: 'Skyscraper Dreams' will get you high on deal making and development.

Best advice for new leaders in 10 words or less: Don't be afraid to go all in.

What recent project, transaction or accomplishment are you most proud of? My project on Northern Boulevard is perhaps the most meaningful that I'm working on right now. As a legacy property for us, using air rights from next door, and being the first high-end building of its kind in a sub market close to where I grew up, it has been very fun to design.

What was one of your biggest challenges as a leader and how did you overcome it? It is always tough delegating to people who won't do the job as well as you would, and who don't care as much about the outcome. However, once I embraced that as being crucial for growth, I've learned to find and hold onto good and reliable people. Aligning incentives also goes a long way.

What makes this nominee an Industry Leader? "Sam pushes the envelope, squeezing as much out of every opportunity as he can. He has the vision and the know-how to make buildings special. He spends a lot of time thinking of ideas, and when he touches a project, you know it's going to be great. He's going to be big." - Gerry Caliendo, Principal at Gerald Caliendo Architects.

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