



2023 Ones to Watch Industry Leaders: Jake Gluck, Alpha Realty

June 27, 2023 - Spotlights



Jake Gluck
Director of Capital Markets

Alpha Realty

Number of years in CURRENT position: 1

What recent project, transaction or accomplishment are you most proud of? We were approached with a TOE purchase that had fallen apart with the original lender, and were able to close in 30 days with a National Lender that we have built a deep relationship with. Also, performed a miracle to help a client save their building by finding a lender willing to understand the asset.

What was one of your biggest challenges as a leader and how did you overcome it? Recognizing how important relationships are. I spent a lot of time listening to other leaders, and seeing how much value they put into business relationships. Also, I am not a natural small talk person, but I spent a lot of time out of my comfort zone, because I found that it is the best way to get to know people.

What makes this nominee an Industry Leader? “Jake is an incredible addition to our team. With his level of expertise and experience he has been extremely instrumental in putting deals together no matter how challenging of a scenario it is!” - Lev Mavashev, Principal at Alpha Realty.

3 skills that you use every day in your position: Negotiation, Negotiation, Negotiation

Best book, podcast, or app for aspiring leaders: Never Split The Difference – Chris Voss

Best advice for new leaders in 10 words or less: Listen, understand the need, execute.

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