



2024 Ones to Watch Industry Leaders: Ben Biberaj, Meridian Retail Leasing

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Ben Biberaj
Senior Director

Meridian Retail Leasing

“Ben Biberaj plays a big role in the industry. He’s made a name for himself not only from his deal-making skills and success, but he makes it a priority to give back to the community by sharing his experience with other CRE professionals and acting as a teacher to so many new brokers. I believe those are the qualities that make him more than a power broker, but an industry leader.” - James Famularo, President of Meridian Retail Leasing

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? The commercial real estate market has experienced challenges over the last few years, and it is important to stay optimistic and allow difficult markets to motivate you instead of bog you down. As a Senior Director on Meridian’s Retail Leasing team, it is my responsibility to act as a leader to not only the associates that work directly under me, but the entire division. I serve as a mentor and teacher for my associates, and it can be tough to guide young brokers through this type of environment. I’ve learned to get creative and teach the process of leasing through different lenses than I previously had as a way for them to get acclimated and start closing deals.

In the last 12 months what accomplishment are you most proud of? Throughout the last 13 years, I have worked in the commercial real estate industry and have traditionally conducted business within New York. My team and I focus on expanding our reach throughout Manhattan and the boroughs, while also transacting deals for out-of-state tenants to grow their businesses in New York. Watching these businesses succeed and add value to New York communities showed me it was important to bring a New York staple into another state as well. In April, I had the honor of attending the opening of La Grande Boucherie in Washington, D.C. My colleague and I represented Boucherie and negotiated a deal for the French restaurant to open its flagship location in a 23,851 square foot space steps away from the White House. Even though Boucherie’s requirements were tough given the big plans they had for this concept, I was excited to take on the assignment because it allowed me to use the knowledge I have about the DC market from growing up in the area. The deal was rare as there aren’t many spaces of this size available for restaurant tenants. Ultimately, we closed a 20-year lease term for not only Boucherie’s famous French concept, but also an Italian restaurant, omakase bar, and speakeasy as well.