



2024 Ones to Watch Industry Leaders: Kyle Ciminelli, Ciminelli Real Estate Corp.

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Kyle Ciminelli
President

Ciminelli Real Estate Corp.

“Kyle Ciminelli distinguishes himself as a leader in the industry through his innovative, people-centric leadership as president of Ciminelli Real Estate Corporation and his strategic alliance with the global real estate powerhouse, Newmark. Kyle has a proven track record of delivering exceptional services to clientele and improving the Buffalo community.” - MacKenzie Tierney, Senior Marketing Manager at Ciminelli Real Estate Corp.

In the last 12 months what accomplishment are you most proud of? In the last 12 months I am most proud of being promoted to president of Ciminelli Real Estate Corp. Watching my grandfather and father build our family business from the ground up as a child was a special experience. I am very proud to have built my career to position myself as Ciminelli's next leader.

Best books, podcasts, or apps for aspiring leaders: Mindset & Traction (book); How I Built This (podcast).

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? In the last 12 months my biggest challenge has been navigating an extremely complex real estate market. Give the interest rate environment coupled with several other economic headwinds, many specific to real estate, it has been a challenge balancing current profitability with long term strategic decisions given these unpredictable external factors.

Best advice for new leaders: Continue to trust your instincts that have gotten you to this level.

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