



2024 Women in CRE: Michelle Abramov, RIPC0 Real Estate

September 24, 2024 - Spotlights



Michelle Abramov
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What recent project, transaction, or accomplishment are you most proud of?

I am most proud of the H Mart deal that I completed in Long Island City. As a resident of the neighborhood and a fan of the brand itself, I was thrilled to bring it to the community which had been vocal about wanting them there for a long time. It was a complex transaction with many moving components and involved parties. This deal symbolizes many of the reasons that I find joy in these transactions where I am able to listen to communities and take action to fulfill their needs. These deals are incredibly rewarding both personally and professionally.

What are the most important factors young women should consider when choosing a firm to build their career with?

The most important factor is the leadership. Understanding the leadership and how they operate in their lines of business and within the company will reflect the opportunities that will be available to a young woman to grow and develop her career. A personal connection within leadership makes a massive impact. Finding an organization that understands that you are more than your role within the company and that you have more "titles" than your professional one can determine the way that you grow both as an individual and as a professional.

Who inspires you most? What qualities do they possess that inspire you?

I am most inspired by my Grandma. She is an inspiration because no matter what curveball, whether large or small, that life has thrown at her she has overcome with the attitude of being a problem solver and not a problem maker. My Grandma wasn't given a playbook on how to handle the situations that life presented her, but she was able to push through and figure out solutions on her own. That perseverance to overcome challenges and come out better for it has inspired me in all of my endeavors, professionally and personally.

Which professional organization(s) would you recommend to women just starting out in your industry:

I recommend that women starting in their career look for organizations that have women leadership. Being associated with and having access to networks of professionals, particularly professional women who can provide guidance and share their experiences navigating our industry's many facets, can lead to opportunities women just beginning their careers might not know are there.