



2024 Women in CRE: Marian Conde, NAI Long Island

September 24, 2024 - Spotlights



Marian Conde
Director
NAI Long Island

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight?

“Marian Conde has excelled in the challenging office space market of Suffolk County, NY, consistently bringing together landlords and tenants. Her ability to foster long-lasting business relationships has made her a trusted figure in the industry. Now, Marian is sharing her expertise by mentoring a junior fem sale broker, passing on her years of knowledge and experience to shape the next generation of real estate professionals.” - Corrine Eaton, Director of Business Development at NAI Long Island.

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

When choosing a firm, young women should prioritize those that provide a strong foundation in commercial real estate, emphasizing best practices and long-term career growth. Companies that offer mentorship and hands-on supervision are essential for gaining real-world experience, though many principals may overlook this dedication.

Training and oversight are crucial because commercial real estate can't be fully learned from books. Every transaction presents unique challenges and opportunities. The experience gained through navigating these transactions is what turns a good broker into a great one.

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

For women starting in commercial real estate on Long Island, I recommend joining CIBS (Commercial Industrial Brokers Society) and its women's group, CIBS-W. CIBS offers valuable networking through seminars and committees, while CIBS-W connects women with professionals in law, accounting, banking, and design, crucial for real estate transactions.

Nationally, CREW (Commercial Real Estate Women) is a great option, providing educational resources and networking on regional and national levels. Both organizations help build lasting relationships with industry professionals you'll collaborate with throughout your career.