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**How did you find your way into the industry?**

I graduated from college during the middle of the economic downturn and was fortunate enough to land a position at a private equity fund focused on distressed and value-add real estate opportunities throughout the western United States. The company ran very lean, which allowed me to take on responsibility that I would not have experienced in a larger-sized shop. With this company, I was able to work on a variety of complex and lucrative investments, and was instantly hooked to the industry.

**What advice would you give to an emerging young leader just starting their professional career?**

First, I would recommend they try to attend as many industry-related events as possible. ULI and NAIOP are a perfect place to start. These organizations will give them access to a variety of roles in commercial real estate that they would not have been exposed to otherwise. Second, I would network with as many people as possible. It is surprising how many senior professionals will meet with you, if you have the courage to ask. Last, I would advise them seek out a mentor who they can go to with questions and seek career guidance.

**What traits do you think define a successful leader?**

The people I see as leaders in my life are hardworking, honest, passionate, experienced, and have integrity at all times.

**What is your current job and what types of projects are you working on now?**

I recently transitioned to Goodman to work in development and acquisitions in southern California. Goodman is an international commercial and industrial property group that owns, develops and manages \$34 billion of logistics, warehouse, and distribution assets in 16 countries globally.

One of the major assignments I have been tasked with is our Goodman Commerce Center Eastvale project, a 205-acre mixed-use project in Eastvale, CA. Currently, this is our largest development in North America and features big-box industrial, business park, retail, and medical uses.

**What do you find most challenging about your profession on a day-to-day basis?**

What I find most challenging is balancing my workload with my personal life. Making sure that I make time for my wife, the gym, and doing things I enjoy outside of the office is the key to a well-balanced life.

**What are you looking for in terms of career development - OR In what areas would you like to professionally develop further?**

I am working on strengthening my skills in the development, entitlement, and construction process in terms of bringing a piece of raw land to a finished product.

**Describe a situation that was a great learning experience.**

I was just given the opportunity to incorporate leasing into my job role. Through this experience, I have learned to look at the needs and wants of the project from the customer's perspective. Knowing what is important to the customer in terms of building characteristics and location has been very valuable. I have also been able to work with our legal counsel throughout lease negotiations and see the impacts of certain decisions from a different angle.

**How do you deal with stress at work?**

Realizing that I can only control so much has been a great starting point. In addition, being present in all walks of life, especially at work, has been invaluable to me.