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How did you find your way into the industry?

I went to school in San Diego and ideally I wanted to find a job down there, but I had no idea what I wanted to do with my Econ degree. When I started applying for jobs, I noticed that a lot of the jobs in San Diego were government jobs or required some sort of science or engineering degree. Fortunately I graduated during the economic recovery, and with a little guidance I was able to find a job in Orange County, one of the best markets for real estate jobs. It also helped that it is an industry that is correlated with what I studied.

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

Be proactive. It is important to have mentors and leaders guide you, but at the end of the day you control your own destiny. Read books, teach yourself, reach out to people you look up to, network – nobody is going to manage your career path but you.

What traits do you think define a successful leader?

Leads by example, cares, listens, and helps get you to your goals. Someone who influences your life in a positive way.

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

I am an analyst for a leading land developer and homebuilder. I manage our database, and handle all the market research to support acquisition and housing decisions.

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

Staying on top of trends to understand what there is a demand for in the market. Real estate is always changing and everything that happens in the world affects the market. You really can't miss a beat if you want to be on top of the game.

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

I am interested in how the financing behind a project works. I also want to be able to eventually acquire my own deals.

Describe a situation that was a great learning experience.

One of my summer jobs in college required me to make 300 cold calls a day. This helped me get over my fear of reaching out to strangers and I believe it is how I adopted a “go getter” mentality. At this job, sitting around waiting for a reply or call back didn’t cut it- you had to pick up the phone and make something happen. The same applies in life - if you want something, you need to do something about it.

How do you deal with stress at work?

I think that stress can be approached positively. If work wasn’t stressful, I would feel that I wasn’t being challenged or that it is too easy. Additionally, I work with great people who likely have the same workload as me.