

2020 Ones to Watch



Shovkat Mamedov
Broker/Owner
RE/MAX 100

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

There have been many deals that have been fantastic learning experiences and professional triumphs for me. These efforts put me in a position to open RE/MAX 100 and take on the Manhattan market. We are presently working on projects with Asian and Israeli clients who are investing over \$230 million in commercial buildings and hospitality real estate in Manhattan. The trust that these international clients have placed in me and my team shows they recognize our expertise and market knowledge. The RE/MAX Global Brand adds to this credibility and is instrumental in attracting clients and opening doors.

What led you to your current profession?

Real estate is a sector where I feel very comfortable. I am originally from Azerbaijan in the former Soviet Union. I came to the U.S. looking for opportunities and I knew that I had the instincts and skills needed to sell real estate. I began in the New York market in the boroughs and now I am established in Manhattan. Having an international background and speaking five languages, I knew I possessed what was needed to help people find properties and invest in real estate in the U.S. and especially in New York City.



Kyle Lawrence
Partner
Sahn Ward Coschignano, PLLC

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

In 2011, my mentor and I closed the sale of a national manufacturer, wholesaler and distributor of tomato sauce and Italian food products. It was the first 8-figure deal that I worked extensively on and it paved the path for my burgeoning M&A and private equity practice.

How do you contribute to your community or your profession?

I often give free consultations and advice for people who are just starting out with new businesses. When capital is extremely limited and with expenses accruing quickly, I prefer to be an asset in the launch process, rather than just another bill to pay.

What do you like most about your job?

I love the constantly varied challenges that I encounter. By representing businesses in all phases of their life cycle across numerous industries, I get to work with them in their day-to-day business operations. Each day presents new problems that require creative solutions.

What social media platform do you use the most professionally?

LinkedIn.



David Wilkes
Partner
Herman Katz Cangemi Wilkes & Clyne, LLP

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

The merger of our tax certiorari law firm to create Herman Katz Cangemi Wilkes & Clyne, LLP, one of the largest tax certiorari firms in New York State with offices in Midtown, Long Island and Westchester, is by far the most notable game-changer of my career as a property tax lawyer. We can now offer our portfolio clients one point of contact for all of their property tax needs, through a highly-trained team of professionals with a massive arsenal of resources.

Who or what inspires you?

Leadership by example that doesn't rely on a pep talk or talking points and instead enrolls the entire team to play on the court rather than watch from the stands inspires me.

What social media platform do you use the most professionally?

LinkedIn.



Alex Bernstein
Executive Vice President
Bernstein Real Estate

What project in your career are you most proud of?

I had this idea about ten years ago to introduce a sustainable way of living to the city. I wanted to develop a Passive House. A building that is both healthy for its residents and the planet. Together with a team of dedicated, talented architects, contractors and designers, we built Flow Chelsea. Opening this past November, this high-performance building is luxurious, comfortable and remarkably energy efficient. For our social conscientiousness, NYSERDA, one of the country's most environmentally important agencies, honored us with the prestigious Building of Excellence award. I am very proud of this recognition, and as a fourth-generation Bernstein, aspire for us to always be a globally responsible company. It is my desire going forward, that we continue to create healthy and safe environments that people can call home.



Atanu Bhattacharjee
Industrial Specialist
Greiner-Maltz

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

The project which was a “game-changer” in the advancement of my career was working on behalf of BYD, a Chinese electric vehicle company, in the acquisition of multiple properties in the Bronx, Queens and Manhattan. Dealing with foreign institutional buyers while managing various simultaneous negotiations and closings taught me how to successfully multi-task while dealing with cross-cultural hurdles in the art of negotiation.

Who or what inspires you?

Big ideas and risk takers inspire me. Folks such as Steve Jobs, Elon Musk, Salman Khan, Jack Dorsey. One of my favorite quotes from Elon Musk that I commit to memory is, “*When something is important enough, you do it even if the odds are not in your favor;*” and “*Failure is an option here. If things are not failing, you are not innovating enough.*”



Ted Bomba
Director
FTI Consulting, Inc.

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

When I was first hired to join FTI Consulting's State and Local Tax team (SALT), I was brought in as a niche specialist in securing SALT incentives. In the first few months of my employment, my career took an unexpected turn when being exposed to a very large due diligence that required “all hands on deck.” I truly enjoyed the work and knew that this field could bring me a lot of satisfaction. I believe that the only way a person can be successful is if they enjoy what they are doing.

What led you to your current profession?

It was a very difficult time in the job market when I graduated in 2000. The dot-com bubble sent shockwaves through the economy and job market so at the time I took whatever I could get, but I was lucky it led me to the tax world.

What do you like most about your job?

The people, that's an easy one. Working with the brightest minds where you learn something new every day keeps it interesting and exciting.



Sarah Mae Selnick
Licensed Real Estate Salesperson
Signature Realty Associates Inc.

What led you to your current profession?

From a young age, I would accompany my grandfather and father to their real estate properties and became intrigued by the industry. After interning extensively in marketing, research and real estate analysis, I became a research analyst at a leading global real estate firm, where I developed reports on commercial real estate deals in various Ohio markets, performed space lease abstractions, organized due diligence materials and created property marketing literature. This led me to my current role at Signature Realty, where I dedicate my efforts on the firms Downtown Manhattan territory, and most recently, the quickly developing Brooklyn market.

What do you like most about your job?

I enjoy and appreciate that I have the opportunity to interact and build meaningful relationships with a diverse group of professionals both in the office and in the field.

Who or what inspires you?

I'm inspired by other women who are at the top of their league in New York commercial real estate. I like to keep myself updated and research their journey and career trajectory whenever possible.

To view all submissions
and complete responses
for the

2020
Ones to Watch
Spotlight,

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