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## **Professional Profile: James Prieto, 2014**

August 01, 2014 - Northern New England

Name: James Prieto

Title: Site Acquisition Specialist

Company: Granite Commercial Real Estate

Location: Bedford, NH

Place of Birth and Year: Nashua, NH 1980

Family: Parents Thomas & Karen Prieto and sister Megan

College: Saint Anselm College 2004

First Job Unrelated to your current field: Green Meadow Golf Course

First Job in current field: CoStar

What Your Firm Does Now and Its Plans for the Future: Granite Commercial Real Estate is a development company that also provides real estate services to utility and government clients.

Hobbies: Working on old Land Rovers, coaching lacrosse and working out at the YMCA

Favorite Novel: "Outliers" by Malcom Gladwell

Favorite Film: "The Shawshank Redemption"

Keys to Success: Putting yourself in your client's shoes and understanding their needs. The ability to think 360 degrees about an issue is the key to successfully completing a project and to developing long-term relationships.

Person(s) You Most Admire (outside of family): Teddy Roosevelt

If You Had To Choose a Different Profession, What Would It Be: Whether it is a 12- hour bus ride in Chile or 5 states in 5 days, I enjoy travel and likely would have chosen another career that involved meeting new people and visiting new locations.

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