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## **2023 Women in CRE: Kate O'Connor, The Bulfinch Companies, Inc.**

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Kate O'Connor  
Senior Analyst

The Bulfinch Companies, Inc.

What recent project, transaction, or accomplishment are you most proud of? During my first two years at Bulfinch, we acquired several deals. These transactions have allowed me to learn, work with many different groups, and develop the confidence to take on more responsibility. The opportunity to work with such intelligent people has been one of the most rewarding experiences. I'm most proud of the growth, insights, and relationships I have gained through these processes.

Who inspires you most? What qualities do they possess that inspire you? USWNT's Julie Ertz has always inspired me. After having her son, she returned to play in the World Cup. Her strength, dedication, and belief in herself are inspirational. She was also part of the group who fought for equal pay, creating a better world for the next generations.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Kate's passion and desire to succeed in her role as a senior analyst have drawn the admiration and respect of her colleagues at all levels. Her ability to simultaneously learn and inspire others makes her a great candidate for the Women in CRE spotlight." - Pamela Yang, Managing Director, COO at Bulfinch.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? One of the most important factors in choosing a firm is the people. I've found I'm at my best when surrounded by a team that wants me to learn and succeed no matter their gender. It's important to find a place where the people support and facilitate progress.

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