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2023 Women in CRE: Nancy Bailey, Rockland Trust Bank

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Nancy Bailey
Senior VP, Commercial Regional Exec.

Rockland Trust Bank

What recent project, transaction, or accomplishment are you most proud of? I was recently promoted to Senior Vice President, Regional Executive for the Commercial Lending Division of Rockland Trust Bank. Being recognized as the first female regional executive is something I am proud of. I look forward to supporting and inspiring others to achieve their own goals, while continuing to support my clients in their real estate endeavors.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? “With over 30 years of banking experience, Nancy has proved herself as both an expert in commercial real estate and an embodiment of Rockland Trust’s values. She is deeply driven to help others, whether it be colleagues or customers. It’s this passion that has earned her the well-deserved title of Commercial Regional Executive. Nancy, quite simply, stands-out head and shoulders beyond her peers in terms of professionalism, intellect, and problem solving. Nancy strikes that rare balance of advocating for her clients while maintaining the highest standards for her institution, even during the most challenging of economic times.” - Jonathan Schneider, Senior Director at JLL.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? I’ve been lucky to have great mentors throughout my career. Identifying a mentor early in your career is crucial to success as you navigate your career. Culture is also important and at Rockland Trust, I’ve been grateful for the work-life balance as a mom of three.

Who inspires you most? What qualities do they possess that inspire you? I am inspired by many women both in business and in my personal life. I am most inspired by my daughters, who have each focused on being the best person they can be. I carry this into my professional career by striving to be the best leader, mentor, colleague, and client advocate I can be.

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