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2023 Women in CRE: Marilyn Santiago, SVN | Parsons Commercial Group | Boston

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Marilyn Santiago
Senior Advisor

What recent project, transaction, or accomplishment are you most proud of? I find pride in every transaction, regardless of its scope, striving to infuse each client interaction with passion to help them reach their objectives. What I'm most proud of is when a client returns and acknowledges that my efforts played a crucial role in realizing their goals. These moments of client satisfaction and success define my sense of accomplishment in my work. When confronted with a challenging transaction, I adopt the attitude that no matter how many obstacles arise, I persevere and never give up, always seeking creative solutions to make it work."

Who inspires you most? What qualities do they possess that inspire you? My principal, manager and mentors are my primary sources of inspiration. Their unwavering support, guidance, and leadership qualities inspire me to excel. Additionally, the collective accomplishments of our team at SVN Parsons Commercial Group, marked by dedication and teamwork, continue to motivate me in my endeavors.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? When selecting a firm to build a career in commercial real estate, it's important for women (as well as everyone) to consider specific factors. Given the unpredictable nature of market fluctuations, such as rising interest rates and other uncontrollable variables, it's essential to choose firms that provide a supportive and encouraging environment while sharing insights from past experiences.