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2023 Women in CRE: Viktoria Alkova, Coastal Land & Commercial Group at Keller Williams Coastal Realty

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Viktoria Alkova
Commercial Real Estate Agent

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Prioritize education and specialized training. The right brokerage should be like a blueprint for your real estate career, offering tools, support, and experienced mentors. Joining a team is my personal recommendation. Note that KW Commercial is the only women-led major commercial real estate company in North America.

Who inspires you most? What qualities do they possess that inspire you? My clients are remarkable leaders. They emphasize that leadership transcends titles, focusing on impact, embracing challenges, and striving for excellence. Collaborating with them enhances my professional growth, encourages me to always consider innovative solutions and allows me to contribute to their remarkable success. I'm grateful for this.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Viktoria is an outstanding commercial realtor. She is as flexible and versatile as is she empathetic and eager to provide solutions. Her drive, dedication and competency are awesome to witness, and we love having her as a teammate. Viktoria provides a valuable service to her clients." - Sarah Hafner, Director of Operations at Keller Williams Coastal Realty.

What recent project, transaction, or accomplishment are you most proud of? I'm thrilled about the real estate projects that I've been involved with in the past year. Working closely with clients and witnessing the successful executions of value-add, use conversion, and land development projects has been incredibly fulfilling. It underscores the profound impact of real estate, validating the dedication I've put into my work. Beyond my role as a full-service agent, I've been exploring property investments, hard money lending, and property flips.