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## **2024 Ones to Watch - Industry Leaders: Gregg Levante, NBT Bank**

November 29, 2024 - Spotlights



Gregg Levante  
Vice President, Senior Commercial Banking Relationship Manager

NBT Bank

Three skills that you use every day in your position:

Time management, communication, and networking.

Best book, podcast, or app for aspiring leaders:

I'm a big book guy so I will provide two of my favorites: Multipliers by Liz Wiseman and H3 Leadership by Brad Lomenick.

Best advice for new leaders in 10 words or less:

Influence with integrity, listen actively, lead authentically, and collaborate.

What recent project, transaction or accomplishment are you most proud of?

As the bank strives to identify strategic opportunities for market share expansion, it has implemented a specific strategy designed to enhance lending capabilities in Western Massachusetts. Consequently, within less than a year of implementing this strategy, I have successfully financed over \$50 million throughout the designated area.

What makes this nominee an Industry Leader?

"Gregg Levante has been a prominent figure in the commercial real estate financing sector for nearly two decades, amassing a wealth of experience and accomplishments along the way. His impressive track record includes successfully closing numerous high-value deals, developing innovative strategies for clients, and providing expert guidance in evolving markets." - Benjamin Atwood, commercial banking account representative, NBT Bank.

What was one of your biggest challenges as a leader and how did you overcome it?

As a commercial lender, I've had to navigate the challenges posed by volatile interest rates. The fluctuation in interest rates makes it difficult to accurately predict the cost of borrowing. I overcame this by closely monitoring economic trends, implementing risk management strategies, and maintaining strong relationships. By being proactive and adaptable, I have successfully navigated through periods of uncertainty in the lending market while continuing to support the growth and success of our commercial clients.