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2024 Ones to Watch - Industry Leaders: Nitzan Mokady, Zanzibar Capital

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Nitzan Mokady
Managing Partner

Three skills that you use every day in your position:

Decisiveness, resourcefulness, and coordination.

Best book, podcast, or app for aspiring leaders: Best book: How to Win Friends and Influence People – Dale Carnegie.

Best advice for new leaders in 10 words or less:

Be fearless but don't ignore possible risks.

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

The project I am most proud of is our ground-up 32-unit plus retail development in South Boston. Building on a zero lot-line, odd-shaped site while maximizing livable space proved challenging, but resulted in every unit having a unique and usable footprint. As a prominent site on a main street in South Boston, our building will remain prominent in the city's ever-evolving landscape.

What makes this nominee an Industry Leader?

"Nitzan has been pivotal in fostering our extensive network of Limited Partners, empowering us to focus more effectively on pursuing prime opportunities across a range of markets. His dedication to growing these relationships has been invaluable in supporting our strategic goals across both our existing multifamily and ground-up development strategies." - Eric Dorosk, managing partner, Zanzibar Capital.

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

One of the primary challenges is achieving alignment of interests across the business. From property managers and general contractors to investors and vendors, it's essential to ensure that all parties stay motivated and focused on shared goals.