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2025 Ones To Watch - Rising Stars: Andre Rossignol, CORE

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Andre Rossignol
Assistant Vice President

“Andre is a phenomenally talented broker who has both a sharp entrepreneurial sense and strong leadership qualities. Fresh out of college, he opened several gyms in northern Maine before moving to Portland. Since joining CORE, Andre has done trailblazing work in our sales and leasing team, bringing a thoughtful approach to every deal.” - Josh Soley, President at CORE.

What recent professional milestone or project are you most proud of, and why? I recently helped a client lease their 25,000 s/f warehouse in Sanford, Maine. They had operated a family business there for 20 years, retreading tires. I negotiated a deal with a tenant that far exceeded expectations. The new tenant runs power restoration projects across Maine and was delighted with the space. I'm proud of the project because Sanford is far from the Portland market and many brokers had overlooked this deal. And most importantly, a vacant building has now transformed into a cash-flowing generational asset for the client and his family – turning a business exit into long-term financial security.

If you could give advice to someone just starting out in your field, what would it be? My advice would be to find a mentor who is in a position you aspire to be in. Then, do everything you can to be in the same room as that person. A lot of learning in commercial real estate comes from the power of observation; sitting in on calls, meetings, and negotiations. Deals are valuable, but the real lessons often come from being a fly on the wall. Many situations can't be learned from a textbook, they're learned by being present.

What's one challenge you've overcome in your career so far, and what did it teach you? I began my commercial real estate career in early 2023, right after a steep rise in interest rates and during a period of historically low transaction volume. As a broker, connecting buyers and sellers was tough due to the wide bid-ask spread. But starting in a slow market was actually a hidden advantage. Looking back, I can see how this taught me to really lean into partnerships and offer exceptional customer service. Because of the scarcity of deals, I had to work much harder. It forced me to sharpen my skills and build a strong foundation, which I now rely on as activity picks up.