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2025 Women in CRE: Gina Capalbo, Quonset Development Corp.

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Gina Capalbo
Senior Project Manager - Engineering

What has been the most rewarding project or deal you've worked on in your career, and why? Our team at the Quonset Development Corp. (QDC) set out to fill a gap in the commercial real estate market by creating what we call the Flex Industrial Campus at the Quonset Business Park. The Flex Campus is comprised of 11 multi-tenant industrial buildings for growing businesses. In my 10 years at QDC, I've helped make this vision a reality. I engineered or managed an engineering firm that completed the site design for all 11 buildings. Each site had its own set of challenges, so it was rewarding to overcome each challenge and see the designs through from paper, to construction, to occupancy.

What advice would you give to a woman considering a career in commercial real estate? This industry, like so many others, is about building relationships. My best advice is to communicate in such a way that your clients and partners trust that you have their best interest at heart. My priority is always to listen to clients closely and with an open mind, so that I can understand their goals. Together, we weave their ideas with my professional experience, which creates both an excellent work product and lasting professional relationships.

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