

Mazzotta of Konover Residential Corporation discusses rewarding achievements



Marie Mazzotta, Konover Residential Corporation

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 Years with company/firm: 14
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 Years in Real Estate industry: 25
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During the last 10 years of your career, which professional accomplishments, honor or achievement has meant the most to you and why?

I have been with The Simon Konover Company for over 14 years, and one of my more rewarding achievements was being named the president of Konover Residential Corporation in 2007. Serving in this capacity has been an extraordinary experience. Managing the residential portfolio has required me to use all the knowledge and skills that I have learned throughout my entire career. TSKC is a large and diverse development and management company, and it has been my privilege to be a part of this organization.

Which project, deal or transaction was the "game changer" in the advancement of your career during the last 10 years?

I was tasked with the challenge of repositioning a property and managing the task from conception to completion. This situation created an opportunity to establish myself as a capable leader in all areas of the project—financing, construction, and management. I prepared the entire project plan and assigned staff based on capabilities and outsourced all other critical needs.

How do you contribute to your company and/or industry?

As the president of Konover Residential Corp., I am called upon to lead my group on many levels, including strategically growing the business, developing the talent of my staff, and putting in place policies and procedure that keep a company of our size working properly. I try to contribute the lessons that I've learned throughout my career to young professionals and the industry as a whole. I serve on the board of directors for the Connecticut Apartment Association and I also sit on CHFA's multifamily advisory board.

What advice would you give to women just starting out in commercial real estate?

Nothing worth accomplishing is without enduring tests of personal strength and commitment. Perseverance towards a goal is a must as is the understanding that you will endure times of failure and disappointment. Failure means different things to different people but I believe in two certainties:

* Failure is good. It humbles us. It challenges us to accomplish more and it validates the lofty goals we set.

* You will fail over the years. Do not fear this. Do not run from this. Failure can be a very powerful motivator in your quest for accomplishment and personal fulfillment. Use it to your advantage.

How do you manage the work/life balance?

Balancing work and life is clearly easier now that I'm an empty-nester. There is always a lot of work to be done, and it is easy to let the work part take over the life part. None the less, I make a conscious effort on the weekends to take the time to enjoy our home near the beach. I recommend that others find a similar outlet that gives them pleasure.

Who or what has been the strongest influence on your career and why?

Simon Konover. When I first started to work at The Simon Konover Company, he was the one who challenged me to think on a higher level and would not let me use my mistakes as excuses to fail. He expected more of me and would not let me settle for mediocrity. He pushed me to not be satisfied with anything less than my best effort....he gave me opportunities to shine and showed confidence in my unique talents.

How are you using social media to promote yourself and/or your firm?

Social media is the new frontier and all of the Konover managed properties have Facebook pages and are active on Twitter to interact with our current and prospective residents.

Where would you like to be 10 years from today?

Still active in the real estate business on a consultant basis and spending the remainder of my time with my husband and a good book on

the beach.