

Developing Leader Profiles . . . People you Need to Know



Name: Craig Dannegger

Company: Clarius Partners

Position: Sr. Development Manager

Age: 34

Education: University of Chicago Booth School of Business, MBA
University of Illinois, BS in Civil Engineering

Years in Real Estate: 12

1. What led you to work in the Real Estate industry? Describe your current responsibilities:

I first entered the Real Estate industry out of a love for construction, which then extended to a desire to be involved to RE investments. To me, Real Estate is personal. Each building has a story based on the needs of an individual, a family, a business, or a community, and it's a privilege to be part of the team creating the space that fulfills these needs. What I love about my role as a developer is our direct connection to these end users as well as to the team of professions of the Real Estate industry related to finance, construction, design, engineering and brokerage as we create these tangible assets.

In my role at Clarius Partners, I am fortunate to be involved in many aspects of the development process. I am responsible for financial management, debt and equity financing, and marketing of new business opportunities. I am also involved in the entitlement, design and construction management of development projects and the management and leasing efforts for various properties.

2. Who has been the biggest influence in your career?

My views on strategic Real Estate investing and development have been largely shaped by the guidance of Kevin Matzke and Steve Duncan in my time at Clarius Partners. During my time at Pepper Construction in the earlier part of my career, Jim Nissen, Jay Ripsky and Rob Martinelli helped shape me as a professional, a manager and a constructor. Lastly, I would be remiss to not acknowledge the career mentoring I've regularly received from my brother Brad, my parents, my other siblings and my wife.

3. Where do you see yourself in 5-10 years?

Continuing my growth as a professional and investor in Real Estate.

4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?

My involvement with NAIOP began a few years ago. NAIOP is a cross section between the many professions of the Real Estate industry, and the relationships I've developed and insights gained through NAIOP have been extremely beneficial.

5. What are the three most important qualities you think a real estate young professional should possess?

1. Integrity
2. Persistence
3. Creativity

6. What networking advice can you offer young professionals to help advance their careers?

The time you invest in relationships and building your network will always pay for itself. Be clear about what you want out of your career, and don't be afraid to pursue those goals.

7. What might someone be surprised to know about you?

It's great to see people's reactions when I tell them I have four sons at home: Zach (9), CJ (7), Nolan (5) and Miles (6-Months). And, yes, it's as crazy as it seems!

8. What's your motto or personal mantra?

Maintain a "Yes" attitude: Try new experiences, insist upon yourself, be positive, work hard, play hard, sleep when you're dead.

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COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

CHICAGO CHAPTER

1700 West Irving Park Road, Suite 208

Chicago, IL 60613

773-472-3072

773-472-3076 (f)

info@naiopchicago.org

www.naiopchicago.org