

## Developing Leader Profiles . . . People you Need to Know



**Name:** Grady Capobianco

**Company:** Formerly with Conor Commercial Real Estate

**Position:** Development Analyst

**Age:** 29

**Education:** BA Tufts University 2012, MBA Wisconsin-Madison School of Business 2018

**Years in Real Estate:** 6 years

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

I started my career on the construction side of the business as a project manager. That sparked my interest in the development aspect of the real estate industry. I was fortunate to start at Conor in June 2018 and I work with a great team focused on developing industrial properties in the Chicago area. I currently assist our team in managing the day-to-day activities for our projects, including acquisitions, construction, leasing, and disposition.
- 2. Who has been the biggest influence in your career?**

I have been lucky to have many great people influence my short career thus far. My first boss, Rob Harrison of cm&b, taught me countless lessons in the construction world and helped shape the professional I am today. I really look up to everyone here at Conor – Jim, Molly & Dan McShane, David Friedman, Brian Quigley, Ben Harris... and really appreciate all of the support they have given me so far. Brian Quigley has been an amazing mentor and has gone out of his way to help me immerse into the Chicago market and develop as a real estate professional here. I also have to mention my dad, who is my biggest mentor and who I really enjoy talking real estate with.
- 3. Where do you see yourself in 5-10 years?**

I really enjoy what I am doing at Conor and continue to love learning something new every day in this business. I hope to be developing real estate for many years to come.
- 4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?**

I have been involved with NAIOP since I started working at Conor. The NAIOP events are great and as someone newer to the market, the DL membership has allowed me to meet and create new relationships with many young professionals in the industry.

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

Work hard, ask questions, and be a good teammate

**6. What is the most important lesson you have learned during your career?**

The development business presents so many new challenges every day. Keep an even temperament and embrace the challenges

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

I usually feel awkward starting a conversation with someone I don't know. But the more I've done it the more I've realized many people feel the same way, and it becomes easier the more you do it. My advice is to have no fear, this is a relationship based business and people want to meet and get to know you.

**8. Outside of work, how do you enjoy spending your time?**

I love being on the water, fishing, cooking, playing and watching sports, and traveling as much as I can. My family is spread all over the country so I enjoy getting to see them whenever I can as well.

**9. What might someone be surprised to know about you?**

I'm still relatively new to the Midwest, I'm originally from the Boston area and came to Chicago after going to grad school at Wisconsin. I'm still a massive Boston sports fan, which I've found people really like to hear.

**NAIOP**

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