

Developing Leader Profiles . . . People you Need to Know



Name: Ellie (Kahn) Perlin

Company: STAG Industrial

Position: Acquisitions Officer

Age: 29

Education: University of Wisconsin - Madison

Years in Real Estate: 8

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

I grew up in a real estate family and was surrounded by it from a young age. While real estate was always top of mind, it was important to forge my own path. I explored a few different avenues, but after my real estate internship - I knew it was the right fit.

My responsibilities at STAG include sourcing, evaluating, negotiating, and executing industrial acquisition opportunities across Illinois and Wisconsin. As the first employee in the Chicago office, my focus is to grow the footprint and implement STAG's investment strategy locally.

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

My Dad. Watching him build and evolve his own career has been inspiring. He is smart, savvy and a critical thinker – attributes now instilled in me. Whenever I go to him for advice, he never tells me what to do, but always guides me to my own conclusions.

I also wouldn't be where I am in my career without my first boss, Jenifer Ratcliffe. Working for Jenifer exposed me to the entire investment process- from acquisition to disposition and everything in between. She gave me the space to grow my skill set, helping me navigate the challenges and taught me to focus on the details while never losing sight of the big picture.

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

Although a large part of my job is making assumptions about the future, I don't know exactly what the next 5 -10 years have in store. I just started a new chapter at STAG, and I hope to continue building my network, closing deals, and learning the ever-evolving aspects of industrial 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?

I have been involved with NAIOP since 2019, and I joined a DL Forum around the same time. Being a part of the NAIOP DL program has helped to accelerate my relationships with my local and national peers and has given me access to industry veterans.

5. What is a very important lesson you have learned during your career?

Take responsibility and learn from your mistakes.

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

Take advantage of every opportunity presented to attend industry networking events. Remain focused, and always follow up. Don't be shy - real estate is a relationship-focused business, and people are always willing to help.

7. What characteristics do you consider most important in your role and in the industry?

Communication, curiosity, and persistence.

8. Where is your "hidden gem" location in Chicago?

Queen Mary in Wicker Park - great cocktails

9. What is your favorite building in Chicago?

150 North Riverside - the architecture is unique and impressive.

NAIOP

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