

# Career Spotlight:

Niki Arjmand

Investment Sales Manager  
CBRE | Capital Markets



“ My introduction to real estate began at an early age with two parents who worked in residential real estate. I heard a lot of buzz words thrown around the house and had a lot of familiarity with the residential side of the business, but the world of commercial real estate was a completely new realm. When I graduated from Georgia Tech, I looked for jobs to follow my Finance degree and investigated many different industries, but my interest kept coming back to commercial real estate.

I entered commercial real estate as an analyst for an Industrial investment sales team at CBRE where I learned the intricacies of brokerage and institutional transactions. As my responsibilities expanded and I got to know more about the business, I realized that I had unique skill set in operations and team management. I returned to Georgia Tech for the Evening MBA program in order to hone my management knowledge and skills. After graduation, I began working as a Investment Sales Manager for CBRE Southeast Multifamily in September 2019. As an Investment Sales Manager, my daily tasks revolve around transaction management, client relations, creative problem solving, project management, and implementation of new processes and efficiencies. In 2021, our team completed \$8 Billion in sales, our best year ever. It has been an incredibly rewarding experience to help one of the best teams in the nation become even better.



There are many ways to explore careers and research specific requirements for the position in which you are applying. If you would like information on how to identify a professional in a specific area of expertise, consult your career counselor, advisor or professional. For additional information, email [Debbie@careersbuildingcommunities.org](mailto:Debbie@careersbuildingcommunities.org)