



CBIZ Gibraltar  
Real Estate Services, LLC

GET TO KNOW GIBRALTAR

# Leadership Spotlight:

## Do You Know Brandon Janda ?



*Brandon is one of the newest members of the CBIZ Gibraltar team bringing many levels of real estate domain expertise and strong dedication to client services.*

*He joined the firm in early 2022 and has immediately become a great value to clients and our team, supporting a range of services, market research, financial modeling, and dedicated tenant representation at his core.*

As part of our *Get to Know Gibraltar* series, we sat down with Brandon and asked him these questions:

### What part of your working day makes you think, “This is why I do this job?”

Every project truly is one of a kind! They all have their own specifications and unique set of challenges. Whether it’s helping a client determine the geographic location for their next office or establishing a space requirement, I enjoy the systematic process that our team employs to simplify the process for our clients. We create real outcomes and value for critical elements of their business.

### What are the most memorable client projects you worked on to date? Why?

A memory that comes to mind took place shortly after the onset of COVID. The client wanted to renegotiate its current lease — and what we determined was that their current space didn’t fit their business needs, especially when considering anticipated growth. We were able to secure them a new office that was completely built out to their specifications, while also lowering their occupancy costs. We also successfully arranged a full release of the remaining obligation on the original lease with no termination penalty.

### How do you want tenants to feel when they first walk into the office space?

Office space should be so much more than just a place to get work done. The work environment speaks volumes to the culture of an organization and supports people and the work they do. This was something that became clear to me very early in my career and this perspective will never change. Employees should look forward to coming into the office and collaborating with fellow team members.

### What advice would you give young real estate professionals and workplace experts?

We work in a challenging industry. In fact, there hasn’t been many truly easy moments given the events of the last few years, and all things pandemic related. But, if you can be patient and surround yourself with a great team, the results are well worth it.

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***“ (...) and last but not least, work smart and stay persistent! ”***

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Also, this industry is filled with amazing leaders who are willing to share their knowledge — all you have to do is ask. And remember, last but not least, work smart and stay persistent!

### **What are some of your favorite buildings or office spaces in Chicago?**

In Chicago, currently there's a competition for which building can present the best amenities. These include tenant rooftops, outdoor terraces, gyms, golf simulators, and the list goes on. My favorite buildings are a combination of location and amenity-rich buildings. Some of my favorites include 1 South Wacker, The Old Post Office, and 444 West Lake.

### **Why do you prefer to work in the physical office environment?**

For me, I prefer being in the office for both collaboration and development opportunities. For young professionals, it's much easier to walk down the hall or across the office for assistance with a challenging project, or feedback in general. The same goes for the most senior executives who are supporting this development, or just working collaboratively to accomplish their best work.

Personally, if we were all working in a 100% remote setting, these types of opportunities wouldn't be as easily accessible. I prefer to work and spend time around my colleagues.

### **What do you like to do when you are not at work?**

Outside of work, my fiancé Mariesa and I enjoy spending as much time outdoors as possible. We both grew up around sports, so we can get rather competitive at times. She and I are avid boaters and I enjoy playing golf. I also enjoy staying involved in youth hockey, in both officiating and coaching.