

# 2024 Ones to Watch Industry Leaders: Joseph Schirripa, NELSON Worldwide

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*“Joseph is a significant contributor to the design and implementation efforts for major landlords and players shaping New York City real estate. While informing them of industry trends, Joseph guides them in discerning what strategies endure, what’s effective, and what isn’t, leading clients to ultimate success.”* - Holly Williamson, National Design Leader, Workplace at NELSON Worldwide

**In the last 12 months what accomplishment are you most proud of?** My proudest accomplishment has been effectively navigating the highly competitive landscape of New York amidst significant market uncertainties while growing our team. Central to our success has been the ability to prioritize our team’s development. We’ve focused on nurturing the next generation of architects to be adaptable, client-focused, and quick to innovate. This mindset has led to deeper levels of trust and collaboration on newer projects and with legacy clients.

**Best books, podcasts, or apps for aspiring leaders:** The Soulful Art of Persuasion by Jason Harris; [www.thesoulfulart.com/](http://www.thesoulfulart.com/)

**In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it?** One of my greatest challenges was leading in a highly reactive environment. Shifts in project timelines and changing market dynamics meant we needed to stay agile. As a leader, I had to adapt quickly and ensure our team was focused and motivated despite uncertainties. Securing a prime location for our new NYC office has allowed for more collaboration and mentorship, which has led to building genuine partnerships with our clients where we navigate challenges together.

**Best advice for new leaders:** Do not assume. Communicate well. Stay persistent.



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