



How CBRE helped me prepare for the world- Just Like a Family – Manimala Roy

Family is the first place where a child takes the first steps towards his/her education. But the role of the family and its members doesn't stop here. They keep a constant watch at you and would never let you go on a path which is not meant for you. Today when I look back at my 15-year long journey with CBRE I get the same feeling.

Apprehensive and a bit scared like many of the new comers, I too had started with small steps and before I could realise I had already spent a couple of years. It has been the most interesting one and half decades of my life and I owe a lot to the direct and at times indirect supervision and guidance I received from my seniors and the immense support from my peer group and friends.

In the Lines of Paulo Coelho.... *"There is only one thing that makes a dream impossible to achieve: the fear of failure."*

Today, I lead the Sales and Solutions for EFM GWS India and have been selected as one of the 20 Global Women Leaders to participate in the IMPACT 2 - Global executive leadership development program from India and I have learnt that there is no looking back in CBRE I.

Yeh Bhi Family Hail

Collaboration is an integral part of my team and while it ensures quality in the work we deliver, it also created opportunities for all of us to become good friends. It would be difficult to imagine a situation where one person doesn't know what is actually happening in the life of others. The rule is simple – 'we don't leave a team mate behind and unattended'. A not so old incident which I remember with fond memories today is when I met with a freak accident in 2012.

We had gone for a client meeting and while coming back to the office, I was hit by a car passing by in high speed. I was in severe pain and was immediately taken to the emergency ward of the hospital. Samir Dhar from my team was also with me for this meeting and he and the client rushed me to the hospital. In all this confusion and shock, while picking up all my belongings, he also picked up my single tattered shoe and carried it to the hospital 😊

As soon as this news reached office, my boss and a few colleagues rushed to the hospital to ensure that I get the best treatment without any delay. Suddenly the emergency room of the hospital was full of my CBRE colleagues who despite requests from the hospital staff refused to leave my side till my parents arrived. Navneet from my Team decided to stay back with me in the night in the Hospital and give me company! Every day without fail there was someone from my team, my peers and my Boss who came to see me.

Till today when I recall that troublesome period I know for sure that I could not have managed without this unique bonding from the "CBRE family".

But it's not only about me. This place is full of such stories where the team stood by a colleague irrespective of the situation. Today I tell the Newcomers to CBRE about this unique culture not to leave a colleague behind but be beside them when they are in some kind of trouble.

When the Going Gets Tough, the Tough gets Going

In my early years in CBRE I was asked to look after Client Operations by my then Regional head. Coming from a Sales Background, this came as a challenge to me which I undertook. At that point of time, the diversity ratios were not so great and I was the Only woman in the team! For some reason, the clients which were assigned to me were all the difficult ones and In far off locations like Baddi, Haridwar and Jaipur, which involved long hours of travel. At that time, I used to wonder why are these difficult sites given to me only? Why not a male Colleague? But today I understand that those difficult situations has only made me a stronger professional and gave me a chance to handle any kind of challenging situation that you are thrown in !!

I have learned that no journey is straight, it has many cross bends, it's up to you whether you want to take those turns or just give up.

CBRE not only ensures that it stands by you when you need help, but also makes you stronger. The leadership here believes in the best sort of learning where you learn to be a better professional with abilities to take initiative and improvise things for the best results.

The Good Times at CBRE !!

Interestingly I have realised that long working hours also often result into some hilarious instances. My list of funny incidents is quite a few, but I shall pen down two instances that still stand out. This happened soon after I just joined CBRE.

One day we were told that one of our client (Loreal) was giving free hair colouring sessions. Me and my colleague excitedly went to get our hair coloured and to my utter horror, the stylist coloured my hair a Bright blonde with red streaks !! After the initial shock settled down, my panic level sky rocketed and it dawned on me - how could I go back to office like this?

I told the stylist to get my hair dyed back to black after paying a hefty sum since only one session was free !! Needless to say, I was centre of everyone's amusement for a long time.

Another incident was when me and one of my colleagues had kept a nickname for our Boss and that was "Spiderman" as he could appear from anyplace, anywhere!

One fine day he was messaging me saying "Spiderman is in town", but instead of sending it to me sent it directly to him. Our panic levels again rose, my colleague thought he would lose his job but much to our surprise, Our Boss called him and asked him who was he actually sending the message to, so that he could know who the Mischiefous counterpart was. On knowing about who it was, he took it very sportingly.

It has been a great experience working with him and even now after so many years, whenever this Faux Pas gets mentioned, we have a hearty laugh over it with him !!

THERE IS SOMETHING ABOUT CBRE!

