

Workable Case Study



“At the end of the day, we ended up having the space exactly like we wanted.”

-NIKOS
MORAITAKIS
CEO,
WORKABLE

Challenge

NAI Hunneman's Downtown Leasing & Advisory Services team was retained by Workable, a recruiting-software design company, to secure an office space for their expanding business after outgrowing their local space at WeWork in the Fort Point.

Workable, based out of Greece, was seeking a space exclusively in the the Innovation District, as it best exemplified their company culture while allowing them to work as efficiently as possible in tandem with their European Headquarters.

NAI Hunneman was tasked with locating a space that was in line with Workable's culture, had high-tech connectivity, and allowed room for the company to continue its' growth.

Results

NAI quickly assessed that 34 Farnsworth Street would be an ideal site for Workable based on their needs. CEO Nikos Moraitakis described the positive experience with NAI Hunneman and the team. "... was very affective both in dealing with us as they were very honest and straightforward. [They] didn't waste any of our time."

This location is perfect for Workable as it features an open buildout, high-end data and tech connectivity that is necessary for the company to communicate with its' European Headquarters, and unique furniture reflective of the company's culture.

Moraitakis agrees, "I think what made the difference with NAI Hunneman is that at the end of the day they were very swift at identifying appropriate places. [And] they managed to close the deal, and the deal that we wanted. "