Select Capital Corporation, the dealer manager for private offerings and public non-traded real estate investment trusts sponsored by SmartStop Asset Management LLC and its affiliates, has hired Brian Duffy and Paul Zaccaria as regional vice presidents.

Duffy will be responsible for sales in the company’s south central territory, including Texas, Oklahoma, Arkansas and Louisiana.

Zaccaria will be responsible for sales in the company’s northeast territory, including Maine, New Hampshire, Massachusetts, Vermont, New York, Connecticut, Rhode Island, New Jersey, Pennsylvania and Delaware.
“We are pleased to welcome Brian and Paul, who each bring a deep understanding of the industry and a wealth of relationships to our expanding sales team,” said J. Bradley Ross, managing director of sales. “The seasoned professionals will be instrumental in continuing our sales growth trajectory and sharing our investment story with targeted financial advisors in their respective territories.”

Prior to joining Select Capital Corporation, Duffy was managing director at S2K Financial. He served as regional marketing director at Steadfast Capital Markets Group from 2011 to 2018, and as head of investments with Park Avenue Securities from 2010 to 2011. He also spent six years with AXA Distributors, where he served as regional vice president of their independent broker-dealer division. He earned a bachelor’s degree from Widener University and holds FINRA Series 6, 7 and 63 licenses. He also holds a Texas insurance license.

Zaccaria joins from Resource Securities, where he was regional vice president responsible for the company’s northeast territory. Previously, he spent time at CION Securities as regional vice president, responsible for sales in the company’s central U.S. territory from 2014 to 2016 and as regional marketing director in the company’s Texas territory from 2012 to 2014. He also spent two years as a training specialist and performance analyst at Morgan Stanley Wealth Management. Zaccaria earned a bachelor’s degree from Johnson & Wales University. He holds FINRA Series 7 and 63 licenses.

SmartStop Asset Management focuses on student housing and senior housing assets and manages a portfolio of five student housing communities with approximately 2,800 beds and 1.1 million square feet of space, as well as four senior housing communities with approximately 680 beds and 519,000 rentable square feet of space. SAM is the sponsor of Strategic Student & Senior Housing Trust, Inc., a public non-traded REIT focused on student and senior housing assets. SAM is also a national sponsor of Section 1031 exchange offerings using the Delaware statutory trust structure.

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