



By: Amy Wolff Sorter

Nili Jaisinghani

Company: Encore Enterprises

Launched Ignite as Encore's capital-raising arm

Implemented Enhanced Mission Network for nonprofit funding

Nili Jaisinghani is the senior vice president of operations at Encore Enterprises and the managing principal at Ignite Investments, a wholly-owned subsidiary of Encore and the company's exclusive capital-raising platform. She launched Ignite four years ago.

With Encore, Jaisinghani conducts bimonthly investment pipeline calls, sits on the company's investment committee and meets weekly with all senior leadership to stay abreast of business

activity across the enterprise. She serves on three Encore boards. At the project level, Jaisinghani identifies business areas that need attention and implements strategies to address those needs.

With Ignite, Jaisinghani sets strategic objectives and growth goals, approves and allocates budget resources, supports talent recruitment and maintains board oversight over the Ignite P&L.

Jaisinghani developed a mentorship program for women sales associates during their first year at Encore. Jaisinghani and Encore executive Azure Erickson share their sales leads with the new associate. Then Jaisinghani coaches them to develop the self-confidence and skill set required to close deals.

Jaisinghani launched the Enhanced Mission Network (EMN) to connect small business owners with nonprofits to create a sustaining cycle of funding support. EMN has 29 small businesses and 18 charities, including women's shelters, veterans organizations and cultural organizations in the Dallas area.

These are just a few reasons we selected Nili Jaisinghani as one of Connect CRE's Texas 2024 Next Generation Award winners. Connect CRE's seventh annual Next Generation Awards recognize young leaders who will strongly influence the commercial real estate industry.

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