

## Interview - Director of Business Development

How or why did you enter your industry?

- The opportunity for growth was endless and I know that with a solid foundation, I could build my own path.

What are the barriers/obstacles of being a woman in this industry?

- While women in the construction industry is increasingly growing, it can be intimidating to be one of the only women “in the room.” Unconscious bias and gender stereotypes can often be an obstacle that women face.

Why do you think there are so few females in the industry and what would you do to change that?

- For some reason the profession of “construction” seems to be linked with a false negative connotation. The truth is, the construction industry is pretty amazing, be it the skilled craft trade aspect or construction management. I don’t think that females are exposed to the opportunities in construction nor understand the different paths that can be taken to have a successful and fulfilling career. I wish that more females were exposed to the opportunities in the construction industry through internships, shadowing opportunities or focused programs aimed expose females to this career path. Such an example is the “Exploring STEM Through Construction Event” hosted by McCarthy for High School Girls. Exploring STEM Through Construction is an interactive opportunity for young women ages 14 to 18 to learn new skills and about the wealth of careers in the construction industry. Working alongside experienced industry leaders and trade contractors, participants will spend the day collaborating on a variety of hands-on construction activities while gaining firsthand insight into various construction career paths, developing a safety-first mindset and building self-confidence they can apply in all aspects of life.

What would you title your autobiography?

- Blueprints of Versatility: A Woman's Odyssey Through the Construction Industry

What is your favorite hobby?

- Exercising - strength training, swimming, hiking. AND spending time & traveling with my husband and kids.

What is your go to song at karaoke?

- Tequilla, by The Champs

What is advice you would give your younger self?

- If I could offer advice to my younger self, it would be this: Embrace every situation as an opportunity for growth. It's natural to be hard on yourself when mistakes happen, but remember that they are invaluable learning experiences. Instead of dwelling on the negative, focus on extracting lessons and insights that will propel you forward. Each setback is a chance to refine your skills, deepen your understanding, and ultimately become stronger and more resilient. So, make the best out of every situation, and never underestimate the power of learning from both successes and failures alike.

What do you like most about your work?

- What I cherish most about my work is the people I get to interact with, especially the skilled craft tradespeople. Some of the fondest memories of my career were forged in my younger years, collaborating with colleagues on the jobsite and in the field. Even as I've progressed into more executive roles, the camaraderie and respect among my peers remain a cornerstone of my experience. Whether at the jobsite or the office, the joy and fulfillment I find in working alongside talented individuals who share a passion for our industry is truly unparalleled.

What is the best career advice you have ever been given?

- The best career advice I've received is to always enter meetings / conversations prepared with insightful questions and backup information, and to not be afraid to challenge the room when necessary. This approach demonstrates thoughtfulness and preparedness, positioning one to contribute constructively to discussions. By anticipating possible questions and preparing thoughtful responses in advance, one can navigate meetings with confidence and adaptability, ultimately fostering productive dialogue and contributing to positive outcomes.

What was your first job?

- At a pretty young age, I was a babysitter. I tell you, the wages I pay sitters now is no where near what I used to get paid!