

FROM BOARDROOM TO JOB SITE:

BUILDING YOUR CAREER, PROJECTS, AND BUSINESS

PANELISTS INCLUDE:

JENNIFER WALSH, PE,
ALISON SLIZOFSKI, PE, PTOE,
KAREN JEHANIAN, PE

MODERATED BY: LINDSEY KLEIN

*TODAYS AGENDA

INTRODUCTIONS

MINI -PRESENTATIONS

PANEL Q&A

AUDIENCE Q&A



FROM BOARDROOM TO JOBSITE:
BUILDING YOUR CAREER, PROJECTS AND BUSINESS

JENN WALSH,

PE PROJECT MANAGER, HDR



1993, VILLANOVA UNIVERSITY

1993 City of Wilmington
1994 WILMAPCO
1998 Urban

MID CAREER

2002 McMahon

TODAY

2017 HDR
2035 Hopefully Retired! 😊

ALLIE SLIZOFSKI,

PE, PTOE

PRINCIPAL, DRIVE ENGINEERING



2006, NORTHEASTERN UNI.

2007, UNI OF TEXAS, AUSTIN

2003 Boston Water and Sewer

2003 PennDOT District 6-0

2004 Simpson Gumpertz and Heger

2005 Howard Stein-Hudson

2008 URS

EARLY BUSINESS OWNERSHIP

2010 DRIVE ENGINEERING

TODAY

DRIVE ENGINEERING

KAREN JEHANIAN,

PE

REGIONAL DIRECTOR, REMINGTON & VERNICK ENGINEERS



1982, DREXEL

1982 Orth-Rodgers & Associates
1987 VHB

MID CAREER

EARLY BUSINESS OWNERSHIP

1992 Orth-Rodgers & Associates
1993 Urban Engineers
1998 KMJ Consulting

TODAY

KMJ Consulting Through 25 years
2025 Remington & Vernick Engineers



YOU: BUILDING YOUR PERSONAL BOARD OF DIRECTORS

True & Authentic Relationships take time to cultivate.

You become who you surround yourself with, so surround yourself with those you respect and admire and want to emulate.



Build Your Network

Relationships are critical in our business.
Start early...
relationships take time.

Identify Goals

Determine where you want to be and how you PBOD can help achieve those goals

Build Trust

Choose those you can trust to give you good advice and are truly invested in your success

YOU: BUILDING YOUR PERSONAL BOARD OF DIRECTORS

PBOD CATEGORIES

- Someone in your Field
- Someone in your circumstance
- Biggest cheerleader
- Someone who will critique you
- Leader in your industry
- Someone a generation older
- Someone a generation younger
- Someone to introduce you to others
- Someone to give you advice



YOUR CAREER: LEADERSHIP ON A PROGRESSIVE DESIGN BUILD JOB



Large projects typical
take decades to program
and fund and design.

PDB compresses the
process into months.



Progressive Design Build

Phase 1 – T & M
Phase 2 – Fixed Fee
Key word =
PROGRESSIVE

Scope and Staff

Traffic Ops, ITS, MOT,
SPM, Highway Lighting

Mega Project

Multi-disciplinary
Constant communication
is key
Manage all stakeholders

YOUR CAREER: LEADERSHIP ON A PROGRESSIVE DESIGN BUILD JOB

LESSONS LEARNED AND BEST PRACTICES

- Team Building with all stakeholders – know the players
- Adopt contract-oriented thinking early
- Align scope earlier to avoid ambiguity
- Structure design reviews for efficiency
- Secure early buy-in on key decisions

You are the contractor –
think like one (or ask them)!



YOUR BUSINESS: HOW TO SOFT SELL AND HELP YOUR CLIENTS SLEEP AT NIGHT

Selling vs. Problem Solving

Selling = BAD
Problem Solving = GOOD

Listening

Ask... What keeps you up at night?

Under Promise and Over Deliver

If you have a solution, be humble with your reply.

Ask follow up questions

This shows you are listening and understand.

- High degree of integrity
- Add value to your client
- Empathetic
- Get the job done



YOUR BUSINESS: HOW TO SOFT SELL AND HELP YOUR CLIENTS SLEEP AT NIGHT

MORE STUFF

PROPOSALS

- Be well known to the decision maker for your ability
- Have a differentiator
- Have the right team

CONFERENCES

- Make new friends, not just networking
- Work collaboratively
- Meet new people and follow up with them later



Have a side kick and tag team for introductions to people you want to meet

QUESTION
& ANSWER



THANK YOU
SO MUCH!

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