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## **Woods joins Suffolk Construction as executive vice president of national business**

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Suffolk Construction has hired innovative, former Google executive Christopher Woods as its new executive vice president of national business development. Woods will be responsible for auditing Suffolk's existing sales approaches and developing new strategies, refining processes, developing systems, and expanding the use of technology to communicate Suffolk's "build smart" approach.

"We are thrilled to have Chris Woods leading our business development efforts nationally," said John Fish, chairman and CEO of Suffolk. "Chris will provide a fresh perspective on Suffolk's sales function and help our company build a stronger business development structure. This will lead to more consistency across our company's regional offices, drive new business opportunities, and raise our visibility on a national level."

Woods has over 15 years experience leading cross-functional teams, driving results, and building high-level relationships at several large, national companies. Prior to accepting his new position at Suffolk, Woods led sales and business development teams for iconic, innovative organizations such as Google and Sony. During his seven years at Google, Woods managed the company's Global Industry Relations and Strategy team and was selected to Google's prestigious Global Leader Rotation program.

Suffolk Construction is one of the most successful privately held building contractors in the country. With annual revenue of \$2 billion, Suffolk provides preconstruction, construction management, design-build, and general contracting services to clients in the healthcare, science and technology, education, federal government, and commercial sectors. This year, Engineering-News Record ranked Suffolk #40 on its national list of "Top 400 Contractors" and #17 on its list of "Top 100 CM At-Risk Firms." Suffolk's corporate office is based in Boston, Massachusetts, and the company has a strong national presence with main offices throughout the Northeast, Mid-Atlantic, Southeast, and West regions.

Suffolk is committed to delivering its "build smart" approach to construction management on every project. The company's project teams provide clients comprehensive planning services, innovative solutions and technologies, and proven processes, such as Building Information Modeling (BIM), to deliver the most complex building construction projects on schedule and on budget, with minimal risk.

Suffolk is a community-conscious organization dedicated to environmentally friendly and sustainable business practices, and is committed to making a positive impact in its local communities through grassroots volunteer work, employee fundraising, and corporate giving.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540