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Cataldo joins Integrated Builders as director of business development

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Integrated Builders, a firm specializing in general contracting and construction management services, has hired Matthew Cataldo as director of business development.

With over 20 years of diverse industry experience, Cataldo will be a driving force in securing new business and contributing to the overall growth of the firm. In his new role, Cataldo will oversee all business development initiatives while working closely with senior management and marketing teams. In addition to securing new projects and revenue streams, he will ensure current client objectives are met in a timely manner within the constraints of the pre-established budgets. Cataldo will also develop and implement plans to grow the Integrated Builders portfolio by identifying and maintaining various relationships for a variety of project types.

Prior to joining Integrated Builders, Cataldo gained valuable experience serving as director of business development at Jones Lang LaSalle (JLL), Cranshaw Construction, and Admiral Construction. In these roles, he established strong relationships and secured new business with clients including Brown University, CBRE, Hallmark Health, and TD Bank.

"We are very pleased to have Matt join our expanding team at Integrated Builders," said Jay Dacey, president of Integrated Builders. "The addition of a business development director is a strategic step as we continue to expand our services throughout the New England region. His relevant real estate and construction experience, leadership skills, and vast contact network will be valuable assets to our team and further increase our business opportunities going forward."

"Integrated Builders presented a great opportunity to be a part of a strong, growing company that has established itself as a leader in the construction industry," said Cataldo. "With an admirable client-first model and reputation for quality, they inspire a culture of collaboration, cooperation, and efficiency. I am truly excited to be a part of the team and look forward to furthering the growth of the firm."

Cataldo received both his bachelor's degree in Communication Studies and master's degree in Business Administration from Northeastern University. Additionally, he earned his Certificate in Commercial Real Estate from Boston University.

Integrated Builders is the general contractor of choice for New England's leading companies and institutions, providing construction management, design/build and general contracting services to developers and owners in a wide-range of commercial markets. From ground-up construction to tenant improvements, rehabilitations and property repositioning, Integrated Builders has repeatedly proven its value due to its unique ability to complete projects "From a Client's Point of View." Since 1992, Integrated Builders has provided expert services to a wide-range of market sectors, including office, manufacturing, health science/biotech/R&D, retail, data centers, and recreational/residential/institutional buildings.

