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2017 Women in Real Estate Spotlight - Sarah McGillicuddy

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Sarah McGillicuddy
Director of Marketing and Business Development
Acentech

Years in real estate: 14

What real estate associations or organizations are you a member of: CoreNet New England, NAIOP, CREW, and IFMA

How have you navigated obstacles to achieve success in your career: I've been fortunate in that I've been able to build lasting and valued friendships within the industry that have sustained me through career highs and lows over the past 14 years. The friendships I've built have been critical in getting feedback, advice, and a plethora of new business opportunities. With time, I've learned that confrontation of an issue head-on does not have to be shrouded within negativity but can actually really help propel you forward when you do so with clear communication and thoughtfulness. Lastly, my motto is to give to get and expect nothing in return, this has proven to be personally and professionally fulfilling.

How do you play your strengths to your advantage in your career: I work with brilliant people; scientists, aerospace engineers, sound engineers, etc. When I came to Acentech I worried "What do I have to offer?" This has been a theme I continue to navigate in my career – how to add value as a non-technical professional in a technically dominated industry. However, my "soft skills" including communication, relationship building, creativity, emotional intelligence, and most importantly, always striving to push myself beyond what feels comfortable has reaped tremendous benefits throughout my career.

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