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BSC Companies, Inc. names Chicoyne as director of client development

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Boston, MA Lori Chicoyne was named director of client development for BSC Companies, Inc., a leading engineering, planning, science, and custom software solutions firm comprised of BSC Group, Inc. and Geonetics, Inc. A newly created position, Chicoyne works closely with BSC Group's client management team to support existing clients and develop new relationships. Her focus will be on expansion goals and visibility for the firm, increasing overall awareness of the BSC Group name, brand, and services. She has more than 20 years of leadership experience in professional services marketing, overseeing business development, strategic planning, branding, and marketing communications efforts.

She has worked for national and local engineering firms focusing on both public and private sector clients in New England. Lori will work closely with each of BSC's offices in Boston, Worcester, and West Yarmouth, MA, as well as Glastonbury, CT.

"BSC Group has over 50 years of history and is ready for a new phase of growth. I am excited to be a part of that and make an impact here," Chicoyne says. "The plan is to open new doors, make prospective clients new clients, support the technical staff, and make sure that clients are happy with what we are providing them."

"Lori possesses outstanding interpersonal and communication skills and has a good understanding for what our clients need," Sean O'Brien, CEO, states. "Having a dedicated Director of Client Development will solidify our focus on client service and help with our expansion goals. We are thrilled to have her here at BSC Group."

Chicoyne earned her BS in business administration, with a major in marketing, from Bryant University. She is a leader in industry organizations and is currently serving as the National Conference Co-Chair for the Women's Transportation Seminar (WTS) to be held in Boston in May 2019. Previously, Chicoyne served as President of the Society for Marketing Professional Services (SMPS) Boston Chapter.

Under the BSC Companies, Inc. umbrella is BSC Group, Inc. – a collaborative practice of planners, engineers, and scientists – and Geonetics, Inc. – a boutique group of software developers. The affiliate firms serve New England based projects in transportation, energy, and land development. As published in the Boston Business Journal, BSC is one of the 20 largest engineering firms in MA and has approximately 130 professionals on staff. Founded in 1965, BSC is an employee owned

firm with broad based ownership throughout all disciplines and ranks.

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