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## **STV|DPM hire Gucciardi and Leclerc as directors of business development**

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Sandra Gucciardi, STV|DPM

Derek Leclerc, STV|DPM

Newton, MA STV|DPM has hired Sandra Gucciardi and Derek Leclerc as directors of business development. STV|DPM is a part of STV.

Gucciardi is responsible for business development initiatives in the corporate, industrial, high-tech, and laboratory/life science business sectors. Prior to joining STV|DPM, she spent more than three years as the director of business development for the Boston division of an international relocation

firm. With more than 20 years of experience within the A/E/C industry, her track record demonstrates her ability to develop strong relationships with various clients, business partners and colleagues.

Gucciardi holds a Bachelor's of Science in Business Management from Lesley University in Cambridge, and an interior design degree from Seminole College in Sanford, Fla. She has her Massachusetts' Realtor's license and is a member of CoreNet, International Facility Management Association (IFMA), Commercial Real Estate Women (CREW), Women in Bio (WIB) and serves on the board of directors of the National Association of Women in Construction's Boston Chapter.

Leclerc is leading STV|DPM's business development initiatives in the academic and healthcare market sectors. Leclerc brings more than 10 years of business development and marketing expertise in various engineering design & construction-based industries. Prior to joining the firm, he served for five years as the regional sales manager for a leading global manufacturer of high technology products. More recently, for the past three years he was the business development manager for a MEP engineering design firm outside of Boston, where he focused on developing and maintaining strategic partnerships across the healthcare, higher education and science and technology market areas.

Leclerc holds a Bachelor's of Science in Business Management from Keene State College in New Hampshire where he graduated with academic honors. He is a member of New England Healthcare Engineers Society (NEHES) and the Society for College and University Planning (SCUP), and also serves as the communications chair for the Society for Marketing Professional Services (SMPS), Northern New England Chapter.

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