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## **Sousa joins Saam Architecture as director of marketing and business development**

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Kim Sousa,  
Saam Architecture

Boston, MA Saam Architecture has hired industry veteran Kim Sousa as director of marketing and business development. Sousa will lead efforts to expand visibility of the firm and work with the executive team to pursue new business leads.

Sousa brings 24 years of experience in marketing and business development in the architecture/engineering/construction (AEC) industry to her new role at Saam. Her responsibilities will include implementing a marketing and business development structure to support Saam on its trajectory of growth. Sousa will work with her new colleagues to expand outreach to new markets and clients.

Prior to joining Saam, Sousa held high-level marketing positions at AEC industry-leading firms, such as Sanborn, Head & Associates, RDK Engineers, and SEA Consultants. Sousa also served on the board of the Boston chapter of the Society for Marketing Professional Services for 13 years, including a term as board president. Sousa holds a B.S. in marketing and management from University of North Carolina.

A believer in work/life balance, a core principle at Saam, Sousa is involved in her community, having previously served on the PTO of her child's school and serving as parent chair for the Asthma and Allergy Foundation of New England.

"We are thrilled to have Kim join the Saam team and apply her unique and extensive architecture industry knowledge to drive our continued growth," said Diana Nicklaus, president and CEO, Saam Architecture.

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