



CELEBRATING
55 YEARS

nerej

2019 Women in Construction: Jennifer dosSantos, Project Manager at CBI Consulting, LLC

March 29, 2019 - Spotlights

Years in Current Field: 15

Which project, deal or transaction was the “game changer” in the advancement of your career during the last 10 years? Our OPM project of Tewksbury Town Hall renovations and addition. It was the first time that I felt empowered and confident enough to independently make decisions and act on behalf of the client and the project while still maintaining a successful relationship.

What are you doing differently in 2019 that has had a positive impact on your career? Taking more interest in my non-work self and working on myself outside of work. Getting more sleep, unplugging more and being more present for my family. With other areas of my life feeling “attended to,” I am finding that I am less distracted and find greater satisfaction. I have also committed to being more accepting of myself and less focused on things that I previously saw as flaws and realizing that they are not, they are just part of who I am.

What was your first job and what did you learn from it? My first job ever was waiting tables in college and I learned a very important lesson about how to deal with different personality types. Some people want more attention, some want to be left alone. It is true in a restaurant and it is true in construction and in life.

Who are three women – living or dead – that you would like to have drinks with and why? Ellen Degenerous because it would be hilarious and entertaining; Michelle Obama because her class and grace are truly inspiring; and Emma Rocha because...who wouldn't?

What were your biggest fears when you started out in your profession? That I would not be respected or that I wouldn't have enough knowledge to represent my employer and their clients. It has been about 15 years and, although women in construction were certainly not unheard of 15 years ago and I am certainly not a trailblazer, they were still somewhat of a novelty. Experience and confidence have helped with the latter.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540