



CELEBRATING
55 YEARS

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2020 Ones to Watch: Sadie Maney, Business Development & Marketing Specialist at Acentech

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Sadie Maney
Acentech

How do you contribute to your community or your profession? I value that my career allows me to be a connector of people and information. I contribute to the Architecture/Engineering/Construction industry by building networks of my peers and my clients. I become a resource for my network and engage in a variety of professional associations. The organization I have participated in most within the past four years is Society of Marketing Professional Services (SMPS). As Programs Director, my role is to facilitate events that contribute to professional development and education of marketing and business development professionals, as well as seller-doers within the industry.

Who or what inspires you? Many strong and beautiful women inspire me, but I am most inspired by my aunt, Jackie Werner. She has taught me that there is always room for self-growth and education. As a musician, producer and transformative coach (CPC), she is the perfect example of someone that continues to expand her skills with determination and passion. Jackie's self-starter attitude and ability to connect deeply with others, has influenced how I have built my professional network – through pushing insecurities aside and developing meaningful personal connection that translate into business relationships.

What advice can you offer to someone who is interested in a career in your industry? The best skill that you can have in the architecture/engineering/construction industry, is open-mindedness. Ability to see opportunity where it is not topical is the key to any career within this industry. Being open to a career that you may not feel fully prepared for, being open to mentors that you may not see the immediate benefits from and finding internal sponsors that can support you and advocate for you.

How have your life experiences impacted who you are professionally? I have experienced trauma in very pivotal learning moments in life where I've had to access my determination, resilience and resourcefulness. These experiences have helped me refine the abilities that I use professionally. In the same lifetime, I have experienced great joy that drives me. I now have three children with a supportive husband and the love I have for them fuels my eagerness to achieve great things professionally. I want my children to understand the meaning of resiliency and achieve great things themselves.