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## **2021 Women in Construction: Stephanie Poyant Moran, Director of Sales Operations, Poyant Signs**

March 26, 2021 - Spotlights



What was your greatest achievement or most notable project in the last 12 months? Taking our company from a -13.9% YTD EBIT May 2020 to a 5.53% YTD by Dec 31, 2020 with the highest

booked sales and invoiced sales numbers in the company's history and doing so during the most uncertain, unprecedented unknown that I have ever experienced in my lifetime.

What are you most looking forward to post-pandemic? I am most looking forward to being able to return to in-person meetings and celebrations with my team. While we were able to adapt well to working remotely, it certainly created a feeling of disconnect. Having face-to-face discussions, allowing individuals to express themselves, is a critical part of a healthy work environment. It is equally important to be able to celebrate in a group setting – by department or with the company. Having to hold a company-wide meeting by video diminishes the impact and reduces employee participation as it relates to feedback and sharing new ideas. I am really looking forward to resuming our traditions of potluck lunches, company cookouts and bi-annual breakfasts!

Why should women consider a career in the A/E/C industry? It is an incredibly exciting, fast paced industry full of opportunity in so many areas - from design, to estimating, to project management, to the trades, and everything in between. The industry is constantly evolving to adapt to the latest technology, cutting edge architecture and design, and the latest trends. You are constantly learning and growing. And you get to see your work out in the world around you, providing a continuous feeling of pride and accomplishment for what you do.

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