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## **A/Z Corporation welcomes new business development directors**

October 13, 2023 - Front Section

Joseph Kifer

Stephanie Bower

According to A/Z Corporation, Joseph Kifer and Stephanie Bower has joined as the newest directors of Business Development in the New England market region. In this role, Kifer and Bower will work together to increase A/Z's market presence by creating relationships with new clients and maintaining our existing partnerships to support the company's continuing growth.

Kifer joins A/Z's team with 28 years of business development experience. He previously served as

the Business Development manager for Design and Construction firms in the greater Boston region, including NV5 Technical Engineering and Consultants. His experience and relationships in the Life Sciences and Healthcare markets will be invaluable as we expand our presence. Kifer will manage business development endeavors throughout the Massachusetts and New Hampshire regions.

Bower brings 20 years of business development and marketing experience to A/Z. Before joining A/Z, she was a Commercial manager for Otis Elevator, where she worked closely with design and construction professionals, and an Architectural Consultant for ASSA ABLOY Door Security Solutions. In these roles, Bower was responsible for developing the service portfolios of clients, maintaining long-term relationships with a diverse range of end users, and working alongside cross-functional teams, which included consultants, architects, and engineers. She will oversee business development throughout the Connecticut and Rhode Island regions.

Key to the success of every organization is the ability to allocate resources to both tactical and strategic initiatives. A/Z strives to be the best in class, which requires a dedicated focus on our design and construction projects. Those team members contribute to the growth of the company by strengthening our relationships and our portfolio of successful projects. Bower and Kifer will each bring a regional and market focus to their efforts as they work with new and existing clients to identify upcoming opportunities. Their focus will be strategic and forward-looking in an ever-changing construction landscape.

Through their combined efforts, A/Z is poised to continue our market growth success as it expands its client base and continues collaborating with its current customers.