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## **2023 Ones to Watch - Industry Leaders: Gustavo Lopes of Bridgeline Exteriors**

November 24, 2023 - Spotlights



Gustavo Lopes  
President

## Bridgeline Exteriors

3 skills that you use every day in your position: Preparing a “ To Do” list at the end of the day to plan for tomorrow; starting my day with my most challenging task; and fully understanding operations to make sure our customers are getting the service they deserve.

Best book, podcast, or app for aspiring leaders: Execution by Larry Bossidy & Ram Charan

Best advice for new leaders in 10 words or less: Manage yourself, then your business.

What was one of your biggest challenges as a leader and how did you overcome it? A big challenge is building a team that is as passionate as you are as you grow the business. Listening to them is key, as every individual has their great ideas and knowing that it is my job to help them envision those ideas and dreams to make them a reality.

What makes this nominee an Industry Leader? Gustavo’s empathy, honesty, mentorship, leadership and dedication to our trade, team and communities is not only motivational but inspirational. Creating innovative solutions and opening lines of communication with our peers and customers, he has shown our team how to innovate and lead in our industry.” - Rachana Kheraj, Executive Vice President of Business Development - National at Bridgeline Exteriors.

What recent project, transaction or accomplishment are you most proud of? I am most proud of Bridgeline Exteriors’ expansion from being an envelope subcontractor in MA to doing pre construction, framing and building envelope in the Northeast, Mid-Atlantic and the Southeast. Going from operating in one state to becoming a national Subcontractor in two years is a huge milestone for my company.