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## **2023 Ones to Watch - Industry Leaders: Bill Jean of Fulcrum Associates**

November 24, 2023 - Spotlights



Bill Jean  
Vice President of Commercial Development

3 skills that you use every day in your position: Active Listening, Communication, Problem Solving

Best book, podcast, or app for aspiring leaders: One that inspired me is "Shoe Dog" A memoir by the creator of Nike - Phil Knight. He pursued his unwavering passion with conviction and borderline obsession, never gave up and led by example.

Best advice for new leaders in 10 words or less: Passionately pursue your goals, build consensus and lead by example. Remain convicted regardless of setbacks.

What recent project, transaction or accomplishment are you most proud of? I was an instrumental team member helping to secure Fulcrum's largest dollar value single project. The project consisted of re-positioning a 250,000 s/f former office building into a state-of-the-art corporate R&D and secure lab space building for a national defense contractor. This \$100+ million project was delivered through a highly collaborative design/build approach with trusted design partners including major subcontractor design assistance. This approach proved fortuitous as the project was successfully completed through a global pandemic.

What makes this nominee an Industry Leader? "Bill's vast experience, expertise and network complement his success as a consummate professional with a warm, inviting personality. He is humble, always trying to share his accomplishments with industry partners and coworkers, when it was always his unwavering support to help clients and Fulcrum achieve common goals." - Dave Gambaccini, CCIM, Commercial Development at Fulcrum Associates.