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## **2024 Women in Construction: Amy Benoit, W.T. Kenney Co., Inc.**

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Amy Benoit  
Director of Business Development

W.T. Kenney Co., Inc.

What has been the driving force behind your success in the AEC industry?

No doubt, maintaining relationships. The principles that guide me go something like this:

1. Choose your company wisely and make sure they can deliver. If they can't, it's time to move on.
2. If a mistake is made, immediately address it by owning it and offering a solution. Oftentimes, relationships are actually strengthened by how you handle difficulties.
3. Advocate for the client, always. Never to the detriment of the company, but when you consistently do what's best for the customer, you earn loyalty and longevity in return – which of course, only benefits your organization.

What is your favorite / most beneficial part of Women in Construction week?

Showing young women there's a place for them in construction. I believe "if you can see it, you can be it" and that's why diversity, in all forms, is so essential. New generations need viable career paths and our industry desperately needs new talent. The earlier we can reach young women, the better. I believe outreach should start in middle school to allow female students time to truly explore and plan a career in construction. And on the other end of the spectrum, construction is so multifaceted, that mid-career women, could pivot into it and easily find a job match for their expertise.

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