



CELEBRATING
56 YEARS

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2025 Women in CRE: Susan Mailhoit, Hancock Associates

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Susan Mailhoit
Accounting Manager

What's a challenge you faced early in your career, and how did you overcome it? I made the decision to transition my career as a construction accountant to one within the civil engineering and land surveying industry when I joined Hancock Associates. I thrive on challenges, and I was confident in my financial expertise and ability to learn the services and new terminology quickly. As I became familiar with the terms and projects, I rapidly gained industry knowledge and grew and became a resource my peers rely on for critical financial information.

What advice would you give to a woman considering a career in commercial real estate? The best advice I can give is to build a strong foundation in both education and business. Develop confidence in your knowledge and abilities and use that as a base to grow in your career. Strengthen your communication and financial analysis skills and continually connect with peers and colleagues. Stay informed about all aspects of the business and always advocate for yourself. When you have the answers, you will naturally earn respect and become a trusted resource.

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