

**Name:** Sarah Daniels

**Age:** 29

**Field/Trade:** General Contractor

**From:** The Woodlands, TX

### ABOUT THE OWNER

Sarah is 29 years old and is a Senior Project Engineer for The Beck Group in Tampa, FL. She grew up in The Woodlands, TX before attending the University of Tampa where she earned her BS in Entrepreneurship and a minor in marketing. Upon graduating, she moved to Washington, DC to start her career with Turner Construction Company. While at Turner, Sarah earned her MS in Real Estate and Infrastructure from Johns Hopkins University. Following her MS at JHU, Sarah earned a Business Law Certificate through Cornell University's School of Law.

### HOW DID YOU GET INTO CONSTRUCTION?

Growing up in one of The Howard Hughes Corporation's (HHC) developments allowed me to truly experience the planning and execution of a master planned community in real-time. I grew up reading about Mr. George Mitchell and HHC. When I was younger (and before I had a license), I would ride my bike to check in on the progress of construction in new neighborhoods and drop into as many open houses as I could find. I had a notebook in middle school where I would draw all of my "custom home designs" and remember opting to sit on the wall at recess so I could spend more time drawing. Construction and interior design have always fascinated me. As college was approaching, I wanted to study either architecture, civil engineering, or entrepreneurship. Regardless of what I ended up selecting, I knew I wanted to be around design and construction when I graduated. I am immensely passionate about raising awareness of the wide array of career paths within the AEC industry.

### WHAT HAS BEEN YOUR BIGGEST CHALLENGE?

I prefer to use the phrase "biggest learning opportunity" versus biggest challenge. Every challenge provides you an opportunity to learn and ultimately grow. That being said, I found myself lacking a comprehensive understanding of the technical acumen we use on-site during the lifecycle of a project. Half of my career has been spent primarily focused on interior trades, and the other half has been spent in marketing & business development. As a result, my greatest growth opportunity was gaining a better understanding of exactly how we build. I've never been shy with asking questions, but I also try my best to do my own research / perform independent due diligence before asking a question. I am very analytical thus understanding the detail and process behind a construction activity was always something that I have and continue to prioritize.

### ADVICE

Be bold. Be confident. Be you. **Always be the hardest worker in the room and don't stop running after your goals until you catch them.** I recommend that young women spend time learning the industry through independent reading. Also, **never be afraid to ask questions.** There are so many people out there who value the opportunity to share their knowledge and experiences, so capitalize on that and then pay it forward. I would emphasize the importance of practicing and always striving to improve both oral and written communication skills, as well as understanding the details of the contract for any given project. Lastly and most importantly, I would recommend **ALWAYS** going the extra mile with a handwritten thank you card. I write about 400 cards a year to colleagues, friends, and family. Expressing gratitude in all aspects of our lives is wildly important and good for our souls!

### FINDING PURPOSE IN YOUR CAREER

I find purpose through my career in many ways: through the friendships, professional relationships, and completed projects that we construct. It's rewarding to see your efforts and eventually your final projects serve both local, regional, and national audiences. In addition, I have a strong memory – especially when it comes to people. I love hearing people's stories – where they came from, what their home life looks like, what their hobbies are, why construction, etc. I find purpose in being able to relate to Owners, Architects, Designers, and Trade Partners through intentional and genuine conversations. Remembering a small detail about someone or their family goes **WAY** farther than you think it may.

### FAVORITE QUOTE

"The Vision of a champion is bent over, drenched in sweat, at the point of exhaustion when nobody else is looking." – Mia Hamm

