



## **2017 Women in Building Services: Julia Lindh, MKDA**

October 17, 2017 - Spotlights

Name: Julia Lindh

Title: Executive Managing Director

Company Name: MKDA

Years in real estate: over 30

How have you navigated obstacles to achieve success in your career?

Being well-informed and a strong leader without an ego. It's very important to know your client's needs, to listen to what they want while guiding them to ensure its functional and aesthetically pleasing. Never say, "It can't be done" but accept the challenge to make it happen.

How do you play your strengths to your advantage in your career?

I make sure my clients know they are my priority. This has led to long-term relationships. It's not about winning the job, getting it done and moving on. I want to foster a long-term relationship so I am the first person they call whenever they need something.

What trends are you seeing so far this year?

So far, open collaborative plans are here to stay. The industrial look also remains very popular. Clients continue to request open benching systems, but with a bit more privacy.

What do you do for fun?

I spend time with my family, cook and listen to live music whenever I can.

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