



Janis of PWC discusses most daring thing in her career

May 28, 2013 - Spotlights

Name : Lenore Janis

Title : President

Company/firm : Professional Women in Construction (PWC)

Years with Company/firm : 33 years

Years in field : 40 years in construction

Years in real estate industry : N/A

Address : 315 E. 56th St., NYC 10022

Telephone : 212.486.7745

Email : pwc@pwcusa.org

URL : www.pwcusa.org

Real estate organizations/affiliations : NY Building Congress, BALCONY, NYWA, Greater NY Chamber of Commerce, NYAREA

How do you and/or your firm use social media?

We use LinkedIn to build up our list of contacts.

What is your biggest leadership challenge, other than the 'glass ceiling'?

The concrete ceiling - those scratch lines you see are made with our sharp fingernails.

What is the most daring thing you've done for your career? How did it turn out for you?

I was offered a top position to direct the Bureau of Building Management for the NYC Dept. of Sanitation. It was the best thing that could have happened to me. I was the first of many new hires of women in top positions that had previously been considered for "men only." Women were also being hired as sanitation workers - yet there were no sanitary facilities for them. I was in charge of the multi-million dollar renovation to accommodate the women employees. My department was commended for getting the job done well, on time and within budget.

Which project, deal or transaction was the 'game changer' in the advancement of your career?

Entering the construction industry when it was still rebuffing women. The rejection strengthened my resolve to persevere. Together with 11 other women we developed PWC from scratch and built it to where it is today - an organization with six chapters and a constituency of over 15,000.

What do you consider to be the most successful way to increase referrals?

Do an exceptional job. "Do it well, do it on time and within budget" - that is the secret of success.

Where would you like to be in 10 years?

In Florida, basking in the sunshine.