



2017 Women in Building Services: Cat Trenner, BMDC Construction

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Name: Cat Trenner

Title: Vice President Business Development

Company: BMDC Construction

Years in real estate: 20

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

I believe that being in business development in any industry can be challenging, often times hearing many no's until you hear that vital yes. I equate it to playing golf. Bad shots aside, that one great drive keeps you coming back for more. I feel that many obstacles are unfortunately created in our own minds. We preclude ourselves sometimes from reaching attainable goals because we think we can't achieve them. Keeping a positive attitude while having strength and determination is vital. Also knowing what you're selling is imperative—a façade only lasts so long.

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

This is a tougher one to answer. There is the tiniest fine line in the workplace being a woman in the male dominated industry of commercial real estate, especially in business development. You're expected to be charismatic, fun and likeable. The ONLY answer in my book is to work hard, prove yourself, prove that you know your field, be fair, and most of all be fun. Enjoying what you do will always resonate with clients. When you enjoy what you do it isn't really work is it?

What trends are you seeing so far this year?

The main trend from the construction side of the business that we see right now is a great majority of the tenant market doing landlord turn key space below 30,000 s/f. Companies are interested in maximizing their TI money, letting the LL deliver them the product and creating vibrant workspace for their staff in the most efficient ways possible. With that said it does make my job a little harder.

What do you do for fun?

These days travel, golf and sleep. You get to decide which of the two I'm good at.

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