



2021 Women in Professional Services: Carrie Villani, LERA Consulting Structural Engineers

March 23, 2021 - Spotlights

Name: Carrie Villani

Title: Director of Marketing

Company Name: LERA Consulting Structural Engineers

Real estate associations or organizations that you are currently a member of:

Professional Women in Construction,
Commercial Women in Real Estate,
Association of Medical Facility Professionals

In the past year, what project, transaction or accomplishment are you most proud of?

I am proud LERA has won many fantastic projects in NY and worldwide. Our market sector experience is very balanced from healthcare to cultural to developments, I am proud to lead the firm through a challenging year with a record of new work and new hires. We won a contract with NYCHA and have other essential healthcare projects. Being able to help local communities with vital projects is my proudest accomplishment.

What steps have you taken to ensure the continued success of your firm?

Keeping active with industry organizations, things are changing so rapidly, it is important to share best practices and position LERA as a leader on the design side of real estate.

How do you keep your team motivated despite conflicts and obstacles?

I encourage my team to do their best work, I call them out when the content could be more creative and praise them when an excellent job has been completed successfully. I commiserate with humor and acknowledging current events and I encourage a more flexible schedule to meet personal demands and not be overwhelmed. This balance has worked well for our team and we have achieved some great things together this year.

Why should women consider a career in commercial real estate and related services?

There is a such a wide variety of career options, I truly think there is something for everyone from

super creative on the marketing side to high level professional on the attorney side. Many entry jobs are available at a basic education level. Women can find a satisfying life long career in commercial real estate with continuous growth and leadership opportunities.

How have you adapted and changed in the last 12 months?

I have attended so many wonderful virtual events, maintained existing relationships and forged new ones. Having achieved this all virtually is not something I thought was possible before this last year.

Women have made significant progress in the last year towards equality in the workplace. How do you advocate for your fellow women in real estate?

At LERA, I encourage women to get involved with organizations, to grow their networks and leadership skills. I encourage them to collaborate with firm leaders outside of their own group, increasing the people they know and will advocate for them, which is vital for any career.

What books or social media influencers would you recommend to other women?

I am inspired by a friend who is a Career Ownership Coach, Sean Salo @bizcoachsean, he offers a very compassionate approach with realistic steps into helping entrepreneurs. I have also been enjoying many virtual wellness and fitness offerings, finding a group of like minded people is fantastic. Crystal Rose leads excellent, empowering Yoga and HITT sessions with a new wave soundtrack @yogawithcrystalrose.

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