



2021 Women in Building Services: Karen Lelo, Alan Margolin and Associates

June 22, 2021 - Spotlights

Name: Karen Lelo

Title: Director of Operations

Company Name: Alan Margolin and Associates

What did you want to be when you grew up?

A psychologist.

What led you to your current profession?

I began my career in New York City when I was 18 years old at Herbert Construction Company. After four years, I transitioned to a position at PJ Mechanical, where I worked for 16 years. In 2013, I joined Alan Margolin and Associates as its director of operations.

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

The past year has been a difficult one for many, particularly in building services in and around the New York Metro area. As a result of that, I'm most proud of my team for their unwavering perseverance and professionalism. Since last March, the team has worked tirelessly to overcome every obstacle and ensure our clients' security during a very challenging time.

What trends will dominate your industry in the coming months?

It's difficult to place the status of building services in NYC during the coming months or even years. Looking at our most recent projects, we're optimistic that new building construction will not only increase but dominate the industry.

Who was/is your mentor and how did s/he influence/help you in your career?

There isn't one specific person who has been or is currently my mentor. I've realized that during my 28 years in construction, I've had the privilege to work with, learn from, and be influenced by many in a very positive way. I'm grateful for that to be my experience and for every person who has guided

me throughout my career.

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

“Girl, Wash Your Face” by Rachel Hollis and “In the Company of Women” by Grace Bonney.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540