



## 2021 Ones to Watch: Alex Chalkias, Elite Builders and Management

September 21, 2021 - Spotlights

Name: Alex Chalkias

Title: Vice President

Company Name: Elite Builders and Management

What recent project, transaction or accomplishment are you most proud of?

We are one of the top steel companies in the affordable housing market for the past three years within the New York Metro area. Throughout the years, we built valuable relationships with several private developers. Most recently, we have been retained by L&M Development Partners for the steel package for 125th St. in Harlem – the “National Urban League” project. The National Urban League project is providing multiple levels of opportunities throughout the community, and we are proud to be part of it. This is aligned with our company’s advocacy. We are in the business of building excellence, and we build for the community.

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

Communication is key. A lot of “conflicts” and “obstacles” occur when there’s lack of communication. It is important to have the vision when one leads a team, and we make sure every employee understands and follows our vision. Lead by vision, not by sight. Simon Sinek quotes, “There are only two ways to influence human behavior: you can manipulate it or you can inspire it.” We choose the latter. Motivation comes from inspiration. As a leader, I devote my limited time each week to coach and connect with employees to gain a better understanding of who they are and how we can enhance their work environment and experience.

Top three things on your bucket list:

1. Get certified as a search & rescue scuba diver
2. Build an animal shelter
3. Learn to drive a Formula 1