



2023 Ones to Watch Industry Leaders: K.A. Stacie Alexiou, WATT + FLUX

June 27, 2023 - Spotlights



K.A. Stacie Alexiou
Chief Executive Officer

WATT + FLUX

Number of years in CURRENT position: 9

Best advice for new leaders in 10 words or less: Attitude and initiative distinguish stakeholder mentality. There will always be pressure to deliver on those above and below you. Be receptive to anticipating those pressures and strategically reduce them by taking initiative with a solutions attitude.

Best book, podcast, or app for aspiring leaders: Lex Fridman podcast has been my longest-standing favorite. Intelligence in all forms of genius from deep-rooted science exploration to leadership and love with A.I. in between, it champions Human Connection and the factors from simplest to talismanic and providence, that drive the evolution of relating. A remarkable series of human explorative conversations with enigmatic intriguing contributors. A new podcast I am excited about is Women Talk Construction! An insightful newer podcast with two remarkable co-hosts Christi Powell of 84 Lumber and Angela Gardner of Hill Electric. They have cultivated an intensely inspiring series of journeys of Women In Construction. I'm humbled by their vulnerability and fiercely elegant grit and honored to be joining their conversation as a guest in July.

3 skills that you use every day in your position: 1. Forecasting all aspects of ours and our clients' operations for critical timeline planning tracking of resources and accountability, 2. Empathy, 3. Resilience, and would be hard-pressed if I left out humor and attitude. I'm a big believer in not poisoning other people's space with a negative spirit so a positive attitude throughout the day isn't a static switch, but rather intentional and constant like a surfer with sets rolling in...they are adjusting their stance to the variable forces of the waves as they greet them, while keeping the tip of the board above water. If you lose focus, you get sucked in and the dynamic of forces around you can lead to bad reactive decisions. In the worst of chaos, I am to keep a level head, so my decisions come from a position that weighs what the data is in context rather than what is churning or being reacted to around it.

What recent project, transaction or accomplishment are you most proud of? Following 26 years in built environment and engineering, we developed our reverse engineer method division. Reverse engineer method team is delivering executive coaching series of courses and action workshops working with business leaders through targeted challenges from three days to six months. We have the honor and privilege to choose some of the most incredible humans to work with and create high-performance transformations in their lives. We build group and private settings where leaders set out their top areas to move the needle on, and the private setting serves to hold accountable the members progress.

We start out with milestone targets of where our members want to be and turn them into tangible action. In the challenge programs we are achieving new milestones and our leaders are building businesses in ways that lead to sustainable growth. We are seeing great people grow into fierce

leaders though seeing their milestones stack up into assets. We are celebrating first-time board positions being gained, articles cited, new career roles, new project awards, new growth revenue streams, contracts, and contract vehicles that are products of having the confidence to approach opportunities with their value leading vs “doing things as they been before”. If you keep doing what you have been you will keep getting more of that. We are so rewarded by serving as industry partners with our leader members to cultivate an action-charged environment where they are getting the results in their operations, profitability, time, wellness, and lifestyle freedoms that were once just talked about and are now solidifying piece by piece.

What makes this nominee an Industry Leader? “I cannot begin to express how delighted I am that Ms. K. A. Stacie Alexiou was nominated as industry leader with the NYREJ. I’ve known Stacie for less than two years and during which time she has mentored me and helped me to transform my business from surviving to thriving. She is a no-nonsense leader who will strongly encourage you to be your best self. She will not give a handout but a hand-up. She is committed to her business and profession while encouraging others to strive for excellence. She is always stressing that we can do better together; that there is room at the table. I highly recommend her to be industry leader because in my eyes she already is.” - Joanne Bobb, VP of Operations at BobTek Electrical.

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