Nancy Erardi of ACC Construction discusses what motivates and excites her most about the RE industry

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What motivates you to succeed?

My drive to learn every aspect of this industry as well as my drive to succeed within this industry. Innovation is knowing how to look at a challenge in a different light than your competitors and allow that to help you gain as well as retain new business. Successfully completing projects; maintaining and building relationships and retaining repeat business. Bringing in a project below budget and on target always makes me smile.

What excites you most about this industry?

 The actual process - the beginning the middle and the end. The process of making and watching projects come to fruition. I still find it amazing to watch a project go from thought, to a drawing, to studs then to reality.

What obstacles have you overcome to get where you are today?

Learning that patience and understanding are integral and that everyone may not be at the pace you want them to be.

I am an energetic and highly motivated professional who considers herself lucky to have discovered a passion for the building and real estate industries at an early age. Although my family is in the restaurant business, I work happily in construction. I can't stress how important it is to love where you work and enjoy who you work with. If you don't, that can be the biggest obstacle.

I am now the director of business development at ACC Construction, a mid-sized, WBE general construction and construction management firm in Manhattan. Networking is the foundation to being successful; networking and dedicating the time necessary to discovering the hidden gems.

I don't consider this a job, I consider it my life. Being honest, and giving/sharing my time has afforded me many strong relationships.

I am a member of AREW, PWC, IFMA, CoreNet, NAWIC, WID and USGBC, and a member of the board of NIAF.