



William J. Paolillo  
Vice President, Sales  
McGraw-Hill Construction

## Leveraging Solid Sales and Marketing Experience to Serve Our Customers

### VP Bill Paolillo leads the Contractors & Services sales channel

William J. Paolillo knows how to put the customer first and build successful client relationships, and he leverages his proven expertise as vice president, sales, for McGraw-Hill Construction. In this position, Bill leads MHC's Contractors & Services (C&S) sales channel. His responsibilities include increasing adoption of—and satisfaction with—MHC's products and solutions; optimizing existing general contractor and subcontractor sales channels and developing new ones; and extending C&S's reach within the \$4.6 trillion global construction community.

Bill is a leader and facilitator of change, overseeing sales of the MHC Network, Analytics, *ENR*, 12 monthly publications and over 100 custom publications. He is an expert in using Six Sigma to build the customer experience and nurture successful client relationships.

### **A Solid Track Record in the Industry**

Bill joined MHC from ICI Paints, one of the largest producers of specialty products (Devoe HPC coatings) and paints (Glidden) worldwide, where he most recently served as vice president, trade sales and marketing, U.S. Operations, overseeing 550 sales professionals. Prior to ICI, Bill held numerous senior level general management, operations, and sales posts with companies such as Procter & Gamble and Black & Decker.

Bill speaks at numerous company, regional, and national events hosted by such organizations as The Associated General Contractors of America (AGC), Associated Builders and Contractors (ABC), New York Building Congress (NYBC), and The American Institute of Architects (AIA). Construction-related topics include the economy, leadership, the customer experience, sustainability, integrated project delivery, and productivity.

Bill holds a B.A. in Economics from Binghamton University, and an M.B.A. in Management from the University of Southern California with a concentration in Information Systems.