



Dan Downey
Publisher & Director of Sales
McGraw-Hill Construction-Southeast

Dan Downey, Publisher, *Southeast Construction*, and Director of Sales, McGraw-Hill Construction-Southeast

Driving AEC customer productivity and profitability

Dan Downey is currently responsible for the leadership, development, and strategic direction of *Southeast Construction* and McGraw-Hill Construction's Dodge workflow solutions sales team for the Southeastern U.S. Dan oversees products and solutions for general contractors, specialty contractors, and subcontractors in Florida, Georgia, North Carolina, and South Carolina. In this capacity he is responsible for growing the MHC brand through strategic leadership, alliances, and partnerships, and for driving productivity solutions to C-level executives within the design and construction industry.

Dan joined MHC in 2006 as publisher/director of the Florida target market. Previously, he held senior level sales, marketing, and general management positions with a Fortune 500 company, including building product manufacturing divisions, and specialty power equipment design and manufacturing divisions. Dan has more than 25 years of experience in the commercial construction industry providing product and service solutions to a variety of critical applications from workflow optimization to applications of advanced technology. He also has extensive experience in the merger and acquisition of strategic companies and their integration into new corporate cultures.

Dan is a regular speaker and presenter at AEC industry events, including trade association meetings, and has served as a judge for the Associated Builders and Contractors EIC (Excellence in Construction) Awards. Dan is a member and partner with leading trade associations in the Southeast, including Associated Builders and Contractors (ABC), Construction Association of South Florida (CASF), and Gulf Coast Builders Exchange (GCBE).

Dan received his B.S.B.A degree from Xavier University, Cincinnati, and an M.B.A from Keller Graduate School in Chicago.