

NEW MEMBER PROFILE:

Name: Patrick Higgins

Membership Category: Associate Member

Title: Vice President of Sales

Certification(s):

Company: office (r)evolution

Company description: Contract Office Furniture Sales/Representing Teknion Office Furniture

Last book read: Unbroken

Last movie seen: War Horse

My Favorite Vacation City/Country: Mercer, Wisconsin

Favorite Sport and Team: Chicago Cubs

What has been the most challenging part of your job recently? And, have you made any changes to try and solve some of those issues? One of the more challenging parts of my job lately has been trying to manage on going projects and still continue the same level of business development time. To help me maintain a greater level of BD time I have joined 2 networking organizations which have already helped expand my contact base.

What have been the most important steps in your life (schools, jobs, etc.) that have led you to where you are today? I really got into the commercial office furniture by accident while waiting to find a job in Law Enforcement. I took the job thinking I would do this for a year or so and go back into law enforcement. Once I got started I really enjoyed what I was doing and I never looked back.

Many people who work within the FM world have to act as 'leaders' in their jobs. What do you think makes a good leader, and have you done anything recently that has made you a leader? I think what makes a good leader is someone who leads by example and never asks of someone to do something that he or she wouldn't do themselves.

A year from now, what will you have hoped to accomplish, professionally or personally? I would like to be able expand my knowlegde base about the challenges that Faciltiy Mangers face and the issue's that affect the industry. I think by more fully understanding what the key issue's or obstacles are, I can provide better services to my clients and become a greater resource to them.