



Ben Schultz
Publisher & Director of Sales
McGraw-Hill Construction – East

Ben Schultz, Publisher, *Mid-Atlantic Construction*, and Director of Sales, McGraw-Hill Construction-East

Ben Schultz is currently serving the AEC community across 15 states in the U.S. and eastern Canada with the full focus of building his customers' business. Ben provides new and current customers with analytics solutions that will help them Get Smarter and Get Seen through digital media, print, and industry events in conjunction with *Mid-Atlantic Construction*. Ben also provides thought leadership that will help customers Find Work and Do Work with the McGraw-Hill Construction Dodge Network and Project Document Manager workflow solution.

Prior to joining McGraw-Hill, Ben was district manager at ICI / Glidden Paints, a worldwide paint manufacturer specializing in architectural and industrial coatings. At ICI / Glidden, Ben also held the role of Strategic Business Leader and earned his Six Sigma Black Belt Certification. Ben has developed patent pending processes to drive out cost from the building cycle while improving overall quality and customer satisfaction, and he brought this proven methodology to McGraw-Hill Construction.

Throughout his career, Ben has been a leader, spokesperson, and advocate for driving process improvement and reducing non-value-added expense to the construction industry.

Ben is currently attending Kent State University for his M.B.A. and holds a B.A. from the University of Cincinnati College of Business Administration.