



## EXPERT SPOTLIGHT

# Lynda Foppiano

Senior Environmental Advisor

### MEMORABLE EXPERIENCES

My journey at EFI Global began as a CAD tech/administrative assistant, where I took online webinars and trainings during downtime to learn as much as I could about our industry. This led to the creation of EFI Global's Federal Programs Team, which manages clients and projects nationwide, generating over \$1 million in annual revenue. I enjoy collaborating with our talented staff across the country and across service lines. My team's dedication, support and camaraderie have made every challenge surmountable and every success even sweeter.

### ADVICE

Technology and the environment are constantly evolving, so it's crucial to be adaptable and ready to pivot when needed. Never miss an opportunity to learn or improve efficiency, and always seek out the lessons in every project.

### CARING COUNTS

Effective communication and trust in our colleagues are key to successful project outcomes and maintaining long-term relationships. When I first started in this industry, I quickly learned the importance of building strong relationships with both clients and colleagues. You never know when you'll cross paths with someone again. I've had colleagues become clients and clients become colleagues.

*“Over the years, I've seen firsthand how these connections can significantly impact project outcomes and make the job more satisfying.”*

*Based in Boston, MA, managing clients and projects across the U.S. and its territories*

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**17 YEARS OF  
INDUSTRY EXPERIENCE**

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**Federal, state and municipal agencies, insurance companies, real estate investment and management firms, healthcare, education and industrial companies**