

STEWART RICHEY

Taylor Shoemake has dedicated the last 10 years of his professional career to project management in the construction industry, with the past 7 years specifically serving as a Project Manager for Stewart Richey's Metal Building Systems division. What he values most about his time with Stewart Richey is the wealth of resources and wisdom the company provides, which have been instrumental in his growth and success within the industry.

Taylor is a native of Franklin, KY, and a proud alumni of Western Kentucky University, where he earned his Bachelor's in Construction Management in 2014. In his free time, he enjoys spending quality time with his wife and their 3-year-old son, traveling, hunting, fishing, kayaking, and embracing the outdoors.

Taylor was recently recognized as the "Best in the Company" for his success in cross-selling other Stewart Richey trades. Roddy Grimes, the President and CEO, noted, "This is crucial to our future growth and succession planning." The company has been focusing on expanding and implementing new strategies to drive this growth, with cross-selling being a key initiative that will significantly contribute to the company's overall success.

When asked why cross selling is important to him and how managers within Stewart Richey can better practice cross selling, Taylor stated, "Cross-selling isn't an act of altruism; it's about increasing your value. Just like a welder earning a certification, or someone becoming a journeyman electrician or master plumber, the more skills you bring to the table, the more valuable you are to the company. Sharpen the saw, right? However, for employees to put in the effort, managers need to place a clear price tag on cross-selling. Without knowing the reward, very few will go the extra mile."

In recognizing Taylor for his exceptional cross-selling efforts, Stewart Richey not only celebrates an individual achievement but also highlights the importance of collaboration and strategic growth within the company. Taylor's ability to bridge different trades illustrates the forward-thinking approach that will drive the company's future success. As Stewart Richey continues to evolve, the commitment and dedication of employees like Taylor serve as a model for the company's vision and sustained growth. This award reflects the power of cross-selling to unlock new opportunities and build stronger client relationships across all divisions. Stewart Richey is proud of Taylor's drive and dedication, which plays a vital role in guiding the company toward continued growth.