

February Member Spotlight

Jennifer Soto



BAINMEDINABAIN, INC.

<https://www.bmbi.com/>

Jennifer currently serves as Director of Marketing and Business Development for Bain Medina Bain, Inc. (BMB) and has been in the real estate and construction industry for over 15 years. Bain Medina Bain is a local and small, woman-owned civil engineering and professional surveying firm established in 1959. For over 60 years, BMB has built their impeccable reputation on offering design services to enhance public infrastructure. BMB provides services for the public and private sectors working with local owners, utilities, regional municipalities, state agencies, various counties throughout the State, education systems, developers, architects, engineers, and more. In her role, Jennifer manages the marketing department, client development, strategic planning, and an array of various other tasks.

Jennifer has been a member of CREW San Antonio for 1.5 years and currently serves on the Forum, Membership, and Charity committees. She was also part of the CREW-Nectons 2019 mentoring program. When asked about CREW's impact within her career, she states, "I have learned so much, met some wonderful people, and have made some great business connections. I have had opportunities to get my firm's name recognized, and been asked to be part of some exclusive lead sharing, and project partnership groups."

In addition to CREW, Jennifer is also a member of Society of Marketing Professional Services (SMPS), Women's Transportation Seminar (WTS), Institute for Leadership in Capital Improvements (I-LinCP), and San Antonio Conservation Society (currently serving as NIOSA Vice Chair).

Get to know her...

Q: Do you have motto/personal mantra/philosophy?

Jennifer: No motto. I work hard. Try to give 100% effort into everything I am involved with, and given the opportunity, do my best to help others.

Q: What do you like to do in your spare time? Is there a fun fact we should know about you?

Jennifer: Many would ask, what don't I do? I like to keep myself busy and moving. Since becoming an empty nester, I had to do something so I didn't think about my only son leaving home. I decided to get a part time job at Bath & Body Works, where I still work PT after 2 years. I assist a friend with her business and serve as a wedding planner/coordinator on the weekends. For the last 8 years, I have served as a NIOSA Vice Chairman during Fiesta. When I'm not doing any of those, I like to work out and challenge myself physically. This year's challenge – FIGHT NIGHT 2020! Wish me luck!

Q. Are there any personal or work accomplishments you would like to share?

Jennifer: Besides working hard to get myself to where I am today in my career, my most proud and personal accomplishment is my son. As a single mother for many years, my ultimate goal was to be a role model to him. I worked hard. Paid my own way through school. Provided him with a life he could look back on and appreciate. My son, Christian, is a 23-year-old, soon-to-be graduate of Angelo State University receiving his bachelor's degree in Kinesiology, where he will continue to pursue his schooling for the Physical Therapy Program. He's a car enthusiast, basketball fan, health and fitness fanatic, and avid movie-goer. He has certainly made me proud and made me realize I've done my job. Of course, I couldn't have steered him in the right direction without A LOT of help and support along the way.

Thank you Bain Medina Bain for being a sponsor of CREW San Antonio!