

MAKING THE MOST OF YOUR MEMBERSHIP



BOMA Member Since 2017

Member spotlight: Sandy Marohn

Regional Client Manager Prairies,
Pinchin Ltd.

“ *Being an active BOMA member helped me elevate my reputation both individually and corporately.* ”

WHAT'S YOUR CURRENT JOB TITLE?

Regional Client Manager Prairies.

HOW LONG HAVE YOU BEEN INVOLVED IN THE INDUSTRY?

I have been sharing my nerdy passions for building optimization and energy management for 16 years.

WHAT ARE SOME OF YOUR RESPONSIBILITIES?

I lead a team of client managers and strategic client partnerships across Alberta, Saskatchewan, Manitoba and Kenora. Working at an engineering & consulting firm for buildings and the environment is exceptionally interesting as everyday is drastically different. If I am unable to provide a client with answers, I have a rolodex of teammates who are experts in the field for back up during complex projects.

I was instrumental in strategically launching our Hazardous Material Inventory Software (HMIS) roll out to clients across Canada. HMIS is a software Pinchin has used internally for many years to collect hazardous material data. We realized that accessing this data is important for our clients to achieve project efficiencies, building maintenance, and for health & safety liability.

I am also active in securing networking opportunities at conferences and tradeshows. Pinchin's experts are always eager to share their passions on various topics, and I often reach out to organizations for speaking engagements and exhibit opportunities. I spend many hours connecting with clients at various events and developing strategic growth plans across the prairies.

WHAT ARE SOME OF THE BENEFITS YOU SEE IN BECOMING A MEMBER?

As I have transitioned throughout my career, BOMA is the one association that has come along for the ride. Some of the benefits you receive as an active member include:

- Strong industry connections
- Updates on industry trends
- Learn about new development plans for Winnipeg and Manitoba
- Maintain client relationships
- Promotion of our company
- Technical training and certifications
- One heck of a fun golf tournament!
- Yummy lunches with surprise tablemate connections

WHAT ROLES HAVE YOU BEEN INVOLVED WITH IN BOMA?

I have partnered with BOMA providing educational speaking engagements for their members. The topics have ranged over the years from regulatory industry updates, health and safety, hazardous materials, IAQ, energy efficiencies, COVID-19, and environmental due diligence.

I have hosted holes at the annual BOMA golf tournaments as they are a fun, casual way to have fun with industry leaders. I have been asked to participate on an industry feedback panel for BOMA in the past. I have also taken advantage of various courses provided through BOMA.

DO YOU THINK BECOMING A MEMBER HAS HELPED YOU IN YOUR CAREER?

BOMA has been a great way to stay connected in the industry. A monthly catch up with familiar faces and potential clients makes it is easy to become involved in several different ways depending on your comfort level. Being an active BOMA member helped me elevate my reputation both individually and corporately. ■



BISON
JANITORIAL

bisonjanitorial.ca
204-589-0112

**WE CLEAN CORNERS,
NOT CUT THEM.
CALL OUR TEAM,
IF YOU NEED IT CLEAN.**

COMMERCIAL CLEANING SERVICES





Navigate through Deals With Confidence

We represent buyers, sellers, lenders, borrowers, developers and investors.

Whether you are buying or selling, our lawyers are experienced in all nuances of Commercial Real Estate Law in Manitoba and Canada. Our multidisciplinary team can guide you in acquisitions, due diligence, sales, leasing, financing, and investment transactions to help you grow and develop your business.

David Marshall
204.988.0344
admarshall@tmlawyers.com

Kevin Nenka
204.988.0397
knenka@tmlawyers.com

**TAYLOR
McCAFFREY**
LAWYERS