



Sara Downing, FSMPS, CPSM

Director of Project Development

Clancy & Theys Construction Company, Charlotte, NC

SMPS Charlotte

Sara Downing, FSMPS, CPSM has been named a Fellow of the Society for Marketing Professional Services (SMPS). SMPS Fellows represent the highest level of experience and leadership in marketing and business development within the design and building industry. The SMPS Fellows program honors outstanding individuals who have made exceptional contributions to the profession of marketing and business development in the AEC industries and to the Society, and it encourages continued achievement and SMOS engagement by senior members. With more than 17 years of AEC business development and marketing experience and as Director of Project Development for the Charlotte office of Clancy & Theys Construction Company, Sara is responsible for connecting people and cultivating relationships through the Greater Charlotte region. She has been an integral member of the Charlotte leadership team and has helped to grow the office. She is detail-oriented and results driven with a proven ability to manage teams in a deadline driven and professional manner. She uses her excellent communication and organizational skills to support successful strategic and systematic growth in new and existing markets. Sara brings strong industry credentials to the region, including holding several top leadership roles in SMPS having served as President of the Charlotte Chapter, Chair of the Southeastern Regional Conference (SERC) and Chair of the Southeastern Regional Conference Advisory Board. She is also Chair of the Awards committee for Construction Professionals Network, NEXT Chair for the Urban Land Institute, and a Board Member of the Charlotte ToolBank. In 2020, she was named to the 50 Most Influential Women in Mecklenburg County by The Mecklenburg Times. Sara continues to elevate the role of marketing and business development professionals throughout the AEC industry. She is currently presenting to various SMPS chapters as well as mentoring younger professionals in the AEC industry.