



Michael T. Buell, CPSM
Business Development Director
URS Corporation

Michael T. Buell has been a marketing and business development professional in the A/E/C industry over the last 17 years. He currently holds the position of Business Development Director for URS Corporation out of their Columbus, Ohio operation. URS is one of the largest and most comprehensive Architectural/Engineering/Planning firms in the world. Michael focuses on identifying and implementing opportunities for long lasting business relationships with clients primarily in the healthcare market. At URS, Michael is thrilled to work with a group of professionals that are consistently dedicated to providing a team-oriented approach that focuses on responsible planning and design, quality construction documents and overall client satisfaction.

Michael started in the A/E/C industry in 1992 with a small general construction firm in Cincinnati, Ohio. In addition to providing marketing (created the firm's first logo) and business develop efforts, Michael also spent time improving his knowledge of the construction process by completing bid coordination, estimating and project management activities as well. Though he will never miss negotiating with sub-contractors, Michael will always appreciate his opportunity to learn how to read a set of construction documents. During the last two years with the firm, Michael also promoted and negotiated tenant contracts for the firm's first two commercial development projects. With that foundation set, the firm is a full-time developer today.

In 1998, Michael decided he wanted a change of scenery and pursued a position in the architectural side of things. He was hired as the Director of Marketing for a regional architecture/engineering/planning firm that focused on municipal and institutional clients. As the firm's first Director of Marketing, it was an interesting process to define and execute all the roles that could fall under that title. The position evolved over the years from working mostly on designing fresh marketing materials and creating proposals and presentations to almost strictly on-the-road business development. Michael enjoyed both aspects of marketing and business development, but probably started to realize that his passion was more in line with business development. During his time with the firm, Michael helped them grow into new market sectors and increase their annual revenues each year.

In 2003, Michael wanted to spread his wings with a national firm that could pursue larger projects. He joined Walker Parking Consultants as a Director of Business Development out of their Indianapolis, Indiana location and helped create a presence and market share in the Indiana/Ohio/Kentucky regional that was not formerly developed. Michael was integral in regenerating past severed relationships with major clients in the territory. Michael's time at Walker gave him the chance to not only develop an even larger client base, but also a national presence through SMPS.

Michael's educational background includes a Bachelor of Science degree in Advertising Management, along with specializations in Marketing and History, from Ohio University in Athens, Ohio. In addition to his professional career and the many speaking engagements he holds throughout the country, Michael enjoys performing with community theaters, lecturing at church and coaching youth football. Above all, however, he cherishes his time with his wife Patty and children Chase, 6 and Katie, 5.