

Stephen J. Boughton

Consultant

As a consultant with FMI, management consultants and investment bankers for the engineering and construction industry, Steve works with contracting companies nationwide to develop sound strategic solutions to help position them competitively in the marketplace, with a focus on business development and strategic planning.

Prior to joining FMI, Steve spent more than 12 years working in complex sales roles in B2B environments including the aerospace and automotive supply industries. This background enables Steve to bring a fresh approach and insights to contractors striving to deal with increasingly challenging business relationships.

Working with a wide variety of clients, Steve is able to quickly identify the key strengths and benefits contracting companies bring to the table. He then helps to build a strategy and tools which translate these into competitive advantages to drive company sales and profitable growth.

Steve holds a master's of business administration with a marketing concentration from the University of Tampa, and a bachelor's of science in business from the UK's Bradford University School of Management.



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