

XL Construction Promotes Alberto Perez, 23-Year Veteran of Construction Industry, to Vice President, Business Acquisition

Heidi Bilodeau Joins Company as Director, Business Acquisition



*Alberto Perez, vice president, business acquisition,
XL Construction*

MILPITAS, Calif., August 16, 2021 – [XL Construction](#), a purpose-driven Northern California-general contracting firm, has promoted Alberto Perez to vice president, business acquisition, and appointed Heidi Bilodeau to director, business acquisition. The business acquisition unit identifies and secures projects that align with the company’s mission of “building to improve lives.” It also supports the strategy and development of client relationships, ensures collaboration among internal departments and focuses on growing the company’s prospects within its preferred markets.

Perez, a 23-year veteran of the construction industry, will lead business acquisition activities and efforts which include the creation of new strategies for identifying and securing project wins across XL Construction’s project portfolio. Key market segments include education, life sciences, civic, healthcare, advanced technology, corporate office, and other markets. He will also oversee client satisfaction initiatives.

Perez joined XL Construction in March 2019 as a business acquisition leader, where he supported education (K-16) and civic business acquisition strategy and market development. Before that, he worked at AECOM, as vice president, western region PMCM business line leader; Jacobs, as sales principal, northern California and pacific northwest; and Parsons Corporation (3D/I), as a program, project and construction manager and business development manager.

“Since my start at XL Construction in 2019, I have been dedicated to securing project wins, in unison with XL’s operations and marketing leaders, and ensuring the satisfaction of our clients throughout the construction process,” said Perez. “It’s an honor to be continuing that work as the leader of the business acquisition department.”

Bilodeau is an accomplished and experienced business development and marketer in the architecture, engineering and construction industry with more than 20-years combined industry experience. She will assist Perez in leading and supporting the business acquisition group while helping to modify its business procurement processes, tracking revenue goals and ensuring broad collaboration within the company.

Prior to joining XL Construction, Bilodeau served in a variety of capacities. In a nearly 20-year association with Ratcliff Architects, she rose from marketing manager to director, marketing and business development, to associate principal. In addition, Bilodeau has served in many professional organizations including the Society for College and University Planning (SCUP), American Institute of Architects San Francisco (AIASF), Community College Facility Coalition (CCFC) and Society for Marketing Professional Services (SMPS).

“Over the years in the AEC industry, I have developed a passion for human-centered design and celebrating the role design and construction play in shaping cultural outcomes,” said Bilodeau. “I look forward to bringing these precepts into my work at XL Construction and in partnering with our clients to infuse these

principles into their projects.”

“We’ve significantly strengthened our business acquisition team with the leadership of Alberto and Heidi and look forward to their contributions in growing our business acquisition capabilities in the years ahead,” said Richard Walker, president, XL Construction.

About XL Construction

[XL Construction](#) is a leading general contractor whose mission is to “build to improve lives.” XL partners with today’s leaders in life sciences, advanced technology, corporate office, civic, healthcare and education to create places that make its communities better. The company’s focus and passion for team success has earned it a network of great partners and a reputation for putting people first. XL Construction is consistently ranked among the top general contractors in Northern California. In 2020, the company was named ENR California’s Top General Contractor of 2020 and the #1 Best Place to Work in the Bay Area.

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