



**Joe Mazzella, Publisher
Midwest Construction
and Director of Sales
McGraw-Hill Construction-Midwest**

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Publisher & Director of Sales
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Joe Mazzella is responsible for the leadership, development, strategic direction, and management of the Regional Publications and Dodge workflow solutions in the Midwest. He is responsible for driving McGraw-Hill Construction's revenue through enhanced business opportunities related to new markets, new products, and an expanded customer base. Joe leads his team on customer focus and satisfaction with his hands-on approach on core accounts within the Midwest.

Joe joined MHC from ICI/Glidden Paints, where he was director of architectural, engineering and government sales and services-USA. In this role he spearheaded USA specification efforts for commercial, industrial, residential, and property management markets. He has also served as a divisional director of engineering at Akzo Nobel, Inc., where he led the North American engineering sales efforts for commercial and industrial infrastructure markets.

Joe is on the Board of Directors for the ACE mentor program in Chicago.

Joe earned a Bachelor of Science degree in Business Management & Economics from State University of New York.