



Janet Ceddia
Owner/ President /
Project Manager

Licenses and Certifications

Quality Construction Management (CQM) Certified
Red Cross CPR/First Aid Certified
OSHA 30 Trained

Professional Affiliations

American Fence Association (AFA)
Associated General Contractors (AGC)
Professional Women in Construction (PWC)
Corridor 9 Chamber of Commerce
Center For Women in Enterprise (CWE)

Awards

Minority Business Person of the Year – Region I/ 2010 Winner
Pacesetter Company by Boston Business Journal/ 2010
Business Person of the Year – Region I/ 2009 Nominee
Prime Contractor of the Year - Region I/ 2008 Winner

**HARVARD UNIVERSITY GRADUATE SCHOOL
OF BUSINESS ADMINISTRATION, BOSTON, MA**

Master in Business Administration

Recipient of Horace Goldsmith Fellowship Award

Elected and served as Section 'I' Education Representative, a key student leadership position

COLBY COLLEGE, WATERVILLE, ME

Bachelor of Arts degree, magna cum laude with highest honors in Government/Political Science

Elected to Phi Beta Kappa; Received Holden Award for citizenship and leadership

Served as editor-in-chief of student newspaper and Head Resident for Foss Hall

Studied at University of London, while working as an Aide to Member of Parliament Ann Widdecombe

Elected alumni class president.

Work History

2002 – present

SECURITY CONSTRUCTION SERVICES, INC./SECURITY FENCE COMPANY, HUDSON, MA

President. Oversee the daily management of multi-faceted construction company with more than \$20 million in annual sales, \$5 million in assets, and a bonding capacity of \$20 million. Specific areas of responsibility include: sales and marketing; customer service; project planning and administration; cash management and collections; financial management; and inventory management.

1997- 2001

McKINSEY & COMPANY, STAMFORD, CT/ BOSTON, MA

Engagement Manager. Led client service teams in diagnosing problems, conducting analyses, developing conclusions, and persuading senior client management to implement solutions.

- Led development of product management and marketing strategies with the President and senior executives of a cable and entertainment concern, including its strategic plan and budget
- Developed distribution strategy for major consumer goods manufacturer, yielding nearly \$100 million in annual operating profits and cost savings

1992 – 1995

TEACH FOR AMERICA, INC. (TFA), NEW YORK, NY

1994 – 1995

DIRECTOR OF ASSESSMENT OF TFA'S PERFORMANCE ASSESSMENT INSTRUMENT (PAI).

Managed the PAI, an assessment "portfolio" -- comprising numerous teaching artifacts drawn from the classroom -- developed to evaluate the in-class performance of 220 teachers across five states.

- Developed evaluation standards and appropriate tools and processes (e.g., scoring rubrics, evaluation templates) to ensure the validity and reliability of this performance evaluation system
- Marketed the PAI and performance-based assessment model to various education groups
- Implemented first assessment review cycle: hiring and training 60 experienced educators, monitoring progress and ensuring quality within a program budget of approximately \$500,000.

Work History Contd.

1993 – 1994

EXECUTIVE DIRECTOR OF TFA REGIONAL OFFICE, WASHINGTON, DC

Directed ongoing professional development for 60 TFA teachers, while managing a staff of six.

- Designed, marketed, and negotiated partnership proposal to DC Public School district, subsequently used as model for establishing partnerships with 20 other state DOEs
- Led short- and long-range strategic planning for regional programs, funding, staff development

1992 – 1993

DIRECTOR OF INSTITUTE PROGRAMS, NEW YORK, NY

Planned and directed six-week teacher training program for 570 new TFA teacher recruits.

- Negotiated \$1 million site contract, cutting final bids by more than \$250,000
- Managed 23 staff members, a \$2 million budget, and the hiring and training of 120 faculty

1990 – 1992

COMPTON UNIFIED SCHOOL DISTRICT, COMPTON, CA

Teacher of 5th grade and 7th grade students, managing respective academic programs.