

Business Women First

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Natalie Abel, vice president, business development, Energy Savers Inc.

As vice president of business development for Energy Savers Inc., Natalie Abel offers energy saving solutions for commercial real estate owners and industrial end users. Her expertise includes providing management consulting services to corporations, in-depth analysis of operational and financial reviews, and project management consulting.



What is your top business priority for 2012?

My top business priority in 2012 is to explore new avenues in business networking. Networking is a key component in building lasting business relationships and referrals.

What is your greatest professional accomplishment to date?

My greatest professional accomplishment to date is becoming a principal owner in Energy Savers Inc. and allowing my years of experience to guide me.

What's one of the toughest decisions you've had to make, and how did it impact your life or career?

One of the toughest decisions I've ever had to make was leaving my first executive position and "moving on" with my career. It was a very positive change that provided the opportunity to not only discover different management styles and industries, but also provide a better work-life balance.

How do you motivate yourself and stay motivated?

I enjoy helping people and solving problems. When there is an opportunity to use my skills either for personal or business use, I always strive to do my very best. My motivation stems from wanting to provide the best possible solutions and support.

If you could do something differently in your career, what would you change?

I really would not change anything that I have done with my career. Every career move I have made since I graduated from college has been a stepping stone to where I am today. My experiences have been invaluable to my career and have helped me juggle being a single working mom.

What advice would you give to a young woman looking to become a leader within her field?

<http://www.bizjournals.com/pittsburgh/print-edition/2012/03/16/natalie-abel-energy-savers.html>

<http://www.energysaversinc.com/>

The advice I would give to a young woman today would be to not give up and stick with your dreams. It is hard work, but will pay off in the end.

What was the turning point of your career?

The turning point in my career was my first executive position as vice president within a large global organization. This position not only challenged me but was a rewarding experience. It taught me how to work in a fast-paced environment and lead a team of professionals to successfully meet our business objectives.

Where do you see yourself in five years?

In five years, I see myself as a successful business owner still delivering high-quality service while raising my two children and bestowing the knowledge that I have on them as they begin their college adventures.

What's your best networking strategy?

Networking is a big part of my business. I have strategically joined organizations and groups that not only help my business, but also allow me to help my clients with referrals to other businesses that I trust. My goal is to create and grow quality, long-lasting relationships.

What's sitting on your work desk right now?

On my desk right now are a lot of client folders, coffee cups, several binders with business cards and pictures of my children.