

Sara Williams

Senior Account Executive



With Taylor Johnson since: 2015

People around the office come to me for:

Peace, laughter and design insight.

Three words that describe me are: Authentic, pragmatic, sarcastic.

Proudest personal moment: Every time I see one of my kids 'do the right thing.'

The best professional advice I received was: Always smile on a phone call. People can hear it.

Last good book I read: Catch 22 and I'm working on trying to finish The African Queen... five pages at a time.

On my Ipod: Beastie Boys (and any old school hip-hop), Johnny Cash, Avett Brothers, Less than Jake, Grateful Dead, Madonna.

Favorite pastime: Seeing live music.

What I like most about TJ: The culture at TJ is unique in its relaxed – but steadfast – approach to conducting business, engaging employees and providing informed counsel. The client base is a perfect match for my years of experience in home and building products.

The worst job I ever had was: My first job. Working at a deli on Long Island without knowing anything about how to make coffee (Light? Sweet? Regular? What??) and then being asked to scoop bits of mayonnaise out of a giant jar. With my hand.

Most people don't know that I: I was a Girl Scout cooking selling phenom and believe that was the start of my career in marketing communications. I often 'targeted' homes with old cars knowing that the older folks who lived there were very likely to: a) be at home and, b) buy what I was selling. I didn't win the cookie rodeo three years running without a good strategy!

My guilty pleasure is: HGTV, House Hunters and Smarties.

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