

Stephen Polechronis: Moving the West for AECOM

MEMBER PROFILE



Stephen Polechronis, Photos © John Livzey, 2016

Leadership is hard to define. But we all know it when we see it. And AECOM sees it demonstrably in senior vice president and regional business line leader for AECOM West Transportation and longtime WTS-LA member Stephen Polechronis. Responsible for transportation from Denver to Guam, Polechronis combines calm effectiveness with ardent intensity to provide informed and inspiring leadership. And in covering a region as large and vital as the West, he will need it.

“I am responsible for developing new business for our aviation, marine, highway/bridge, transit, and freight-rail groups. It’s a considerable mandate, but I’ve got great people working with me. In many ways, the West is where it’s at for transportation with everything from the US’s largest ports to outstanding rail, highway, aviation—the transportation infrastructure in the West is epic. And transportation represents fully a third of AECOM’s West Region revenue. So this is a very important element in our global strategy.” Polechronis just returned from a successful effort as managing director for Latin American Transportation for AECOM. There he pursued growth opportunities and expanded the firm’s presence in Latin America. “I was asked if I would work on developing AECOM’s transportation business with a particular focus on Brazil, Columbia, Peru, and Mexico. I got to meet with federal ministers of transportation and build partnerships with other engineering firms and contractors to develop our brand in Latin America.”



Before joining AECOM in 1998, Polechronis called Metro home, where he served as deputy executive officer and project manager of the Vermont and Hollywood branch of the Red Line Subway project, among several other key projects. It was also at Metro where he came to know WTS-LA.

“WTS had been very active in Los Angeles for years and it was always a strong partner with Metro. And while I was at Metro I got involved with WTS-LA. From the start, I thought it was an exceptional organization with a vital mission. And when I went to AECOM, my involvement only heightened.

“WTS-LA was and is a great way to meet and find talented people, people that I can recruit and hire into the company, and help advance in their careers. It’s also a terrific way to meet potential clients and policy decision makers. For me, WTS-LA is exactly what it’s supposed to be, an excellent way to network and get to know clients and colleagues.”

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And once again, Polechronis looks to make the most of those elements that WTS-LA provides.

“First and foremost, my goal is to give our clients the best mix of local presence and global technical expertise that any company can offer in a way that keeps them coming back for more. But I also want to give all of the people that work for us the best opportunity to grow. And I want to attract new people to AECOM and have them learn that it’s a great place to work. WTS-LA will most certainly be a part of that approach.”