

# Allison Hawkins

## Global Strategic Account Manager

### **Why did you decide to join Air Products?**

The possibilities for reshaping my career are limitless. I am constantly learning about new markets and technologies.

### **Why do you love working at Air Products? What is it that keeps you working at Air Products?**

My coworkers are highly professional, and we support each other through challenging situations. Resolving challenges or identifying unique solutions is very rewarding.

### **Please describe (in brief) your career with Air Products to date.**

I have held both technical and commercial assignments. Over 17+ years I have worked in environmental permitting, project engineering, process engineering, technology licensing, sales, and business development.

### **How does what you do contribute to sustainability?**

As a business development professional, I help my customers achieve smart growth. We accomplish this by minimizing the use of resources such as energy and land while also working to responsibly source materials and labor from diverse suppliers who adhere to our code of conduct requirements.

### **What is the most intriguing/satisfying thing you've been involved in since you've been at Air Products?**

I have worked on many projects that were either a first-of-its-kind technology and/or largest-of-its-kind ever built. I worked on a new plant project in Alberta, Canada, that had significant challenges due to the remote location and extreme weather of the region.

### **What career advice would you give to those just starting out in their engineering/IT careers?**

Don't think of your career as a script you must follow but rather a path with many options to take. Be willing to take risks and challenge yourself. Never stop learning.