

Emerging Leader Award

Peggy Panagopoulos Flaherty

ITT Industries

Peggy Panagopoulos Flaherty is a regional sales manager for the Residential and Commercial Water Division of ITT Corporation. She manages a six-state territory, overseeing 25 accounts and supervising ITT representatives and distributors. Her representatives have exceeded their sales goals by as much as 150 percent, and her territory breaks sales records. In January 2009, Flaherty was selected for ITT's senior management leadership development program, one of just 10 senior employees chosen from her division worldwide.

Flaherty has earned awards for her work at ITT, including Exceeding Sales Budget Awards and the ITT Industries Largest Annual Sales Increase Award. In addition, she was featured as a role model for women managers at ITT in the company magazine, *In Our Hands*. She was also honored as the Global Inclusion and Diversity Champion for her division.

Flaherty joined ITT as a direct account manager. She was recruited from ChemTech Consultants Inc., where she began her career as a process engineer after graduating from Youngstown State University. Her varied duties at ChemTech included designing processes and equipment, calculating material and energy balances of various processes, and writing operational manuals. She was quickly promoted to manager of marketing and business development, and despite a challenging market, she landed difficult accounts and created solid customer relationships.

Flaherty began her career as a cooperative education student at Wheeling-Pittsburgh Steel's Coke Plant in Follansbee, W.Va. She was the first female engineer to work at that facility. She participated in the replacement of a hydro-



CITATION:

For excellence in engineering and sales management and for inspiring others to pursue careers in engineering.

gen sulfide scrubber, helped write a report of the project, and presented the report at the Eastern States Blast Furnace and Coke Oven Association's annual meeting.

ITT has appointed Flaherty as SWE's Corporate Partnership Council technical representative, and she now promotes and leads ITT's activities within SWE. Flaherty is currently the president of the Central Ohio Section and has also served as treasurer, newsletter editor, and on the Council of Representatives. She has been active in the American Institute of Chemical Engineers, and as newsletter editor, she was honored with the AIChE Outstanding Service Award and the AIChE Marx Isaacs Award for Outstanding Newsletters.

Flaherty believes strongly in promoting engineering, math, and science to young people. She has volunteered her time to the steering committee of the Future City Competition since

2000. Dedicated to her community and church, Flaherty has helped with or organized projects such as care packages for the troops, food drives, and projects with children.

She majored in chemical engineering and received her B.S. from Youngstown State University. Flaherty completed her M.S. in management and technology at Carlow College. She furthered her education by completing the Value Based Six Sigma Green Belt project offered through the University of Michigan.

Flaherty's husband, Michael, is a chemical engineer. She has two sons, Donald, and a newborn, Konstantine, and enjoys nothing more than making memories with her family. She also finds pleasure in scrapbooking and traveling to new places.