



## Janet Watson, Director of Firm Development

Janet Watson has over 25 years of experience in the areas of Business Development and Account Management for Professional Services Firms, Sales & Service Operations, and Accounting. She is a results oriented professional with a passion for serving clients and making connections for others to benefit. Janet has been consistently recognized for quality performance, achievement of goals, building strong client relationships in a consultative environment because of her ability to listen to clients and bring the right professionals and creative solutions to clients.

Janet has performed business development for companies in Management & Technology Consulting, Assurance, Tax, Transaction, and Advisory Services, IT solutions, and permanent placement. She has also worked in the following industries directly: PEO, manufacturing – health care equipment, dental products, industrial, and retail.

She holds a B.S. in Business Administration, accounting major from Bryant University. Janet is on the Board of Directors for the Financial Executives International (FEI) Tampa Bay. She is also on the United Way of Tampa Bay's Women's Leadership Steering Committee, the United Way's Campaign Cabinet and the United Way's Designation Task Force and is on the Vetting Committee for the Tampa Bay Innovation Center.