



Robert D. Stuono
Senior Vice President & General Manager
McGraw-Hill Construction

Bringing Strategic and Practical Leadership To MHC's Customer-Facing, Revenue, And Sales Operations

As senior vice president and general manager, McGraw-Hill Construction, [Bob Stuono](#) has broad business oversight and accountability for MHC's customer-facing, revenue, and sales operations. In this role, Bob provides strategic and practical leadership in the alignment and ongoing management of McGraw-Hill Construction as a customer-centric organization. Bob is responsible for defining and executing the overall sales strategy for MHC products and services through new and existing channels. He works closely with sales, product, marketing, and technology to leverage customer alignment to strengthen the product portfolio.

Bob brings to his position considerable experience in sales, customer management, and business operations. Since joining The McGraw-Hill Companies in 1996, he has led efforts to grow, transform, and expand the company's businesses. Most recently, Bob was senior vice president, Business Process Management for the Information & Media Segment, where he led the identification and delivery of revenue and process improvements within businesses across the Segment.

Prior to this role, Bob held numerous senior leadership positions including vice president, Global Customer Operations, where he led the creation and transformation of the customer support organizations that support several of the McGraw-Hill businesses. Bob has also served as vice president, Customer Management; senior director, Integrated Sales; and director, New Product Development for McGraw-Hill Construction. Bob received the prestigious McGraw-Hill Corporate Excellence in Leadership Award in 2005.

Before joining The McGraw-Hill Companies, Bob spent 18 years in the information technology industry, where he held various management positions in sales, consulting services, and customer support.

Bob holds a bachelor's degree in psychology from The College of New Jersey.