



Paul L. Bonington
Vice President, Sales
McGraw-Hill Construction

Champion of Media Integration

Paul Bonington optimizes digital, print, and events delivery platforms for customers

Paul Bonington is vice president of sales for McGraw-Hill Construction's media, a portfolio that includes *Architectural Record*, *Engineering News-Record*, *GreenSource*, *Constructor*, and the Regional Construction Publication brands. In this role he develops and manages the MHC media sales organization; and he drives transformation of the media business to an integrated service model which leverages MHC's research and information services, and optimizes digital, print and events delivery platforms for customers.

Driving Digital Transformation

Prior to joining McGraw-Hill, Paul was vice president, worldwide marketing & product management for Globix Corporation, a data center and Internet service provider specializing in Web hosting, streaming media, and high-speed Internet access for enterprise customers in the U.S. and Europe.

From 1994 to 1998, Paul was senior vice president, group publisher for Mecklermedia, publisher of *Internet World*, *Web Week*, and *Internet.com*, and producer of the *Internet World* and *ISPCon* trade shows. At Mecklermedia Paul launched five media brands online and in print and championed the emerging need for media companies to adopt an integrated approach to the delivery of content and marketing services.

Prior to Mecklermedia Paul was director of national accounts for the International Data Group, publishers of *Computerworld*, *CIO*, *PC World*, *MacWorld*, and *Network World*, where he managed corporate accounts for IDG's media network. Paul has also held media sales and sales management positions with Fairchild, Penton, and Ziff-Davis publishing companies.

Throughout his career, Paul has been a leader, spokesperson, and advocate for driving Internet and digital transformation in the media and information markets.

Paul earned a New York State Regents Scholarship and attended SUNY College at Oneonta, where he earned a B.S. degree in Business Economics and European History.