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Paul J. Giovannoni

Principal and Managing Director, Building Products

Paul is a principal within FMI's Strategy practice and his primary focus is partnering with members of the building products industry by assisting them in developing their strategies relating to growth, value creation and new product launches. Paul's extensive experience working with many of the most well-respected manufacturers and distributors in the industry, combined with his deep relationships in the contractor community, enables him to bring a comprehensive perspective of the market to his clients.

Before focusing his efforts on building product manufacturers, Paul worked closely with some of the nation's largest and most notable contractors to assist them in developing their organizational strategies and go-to-market plans. Paul also has extensive experience advising private equity clients on market dynamics relating to potential investments.

Paul earned his Master of Business Administration with a concentration in information systems management from the University of Tampa. While at the University of Tampa, Paul was honored as a Beta Gamma Sigma honor graduate. Prior to his MBA, Paul received an undergraduate degree from Florida State University in political science with a minor in psychology.
