

Haley Mustgrave, Recognized By Influential Women, Serves As Business Development Manager At Blum Construction

RALEIGH, NC, UNITED STATES, August 12, 2026 /EINPresswire.com/ -- Building Relationships, Creating Opportunities, and Advancing Leadership in North Carolina's Commercial Construction Industry

Haley Mustgrave is a business development professional whose career has been built around one central belief: strong relationships create strong businesses.

Now serving as Business Development Manager for Blum Construction in the Triangle, Haley focuses on cultivating relationships throughout North Carolina's commercial construction community, with an emphasis on higher education, healthcare, senior living, municipalities, and life sciences. Her work centers on identifying opportunities for collaboration, connecting clients and industry partners, and building relationships that create long-term value.



Her move to Blum represents an exciting evolution in a career that has always centered on people. After nearly nine years in the commercial roofing industry, Haley is expanding her experience into the broader commercial construction market while continuing to build upon the relationships, industry knowledge, and business development skills that have shaped her career.

A Career Built from the Ground Up

Haley began her career with Baker Roofing Company, where she spent nearly nine years progressing through multiple roles and ultimately serving as a Business Development Executive. Her experience included work within the company's National Accounts program as well as

business development throughout North Carolina's Triangle and Triad markets.

During her time at Baker, Haley gained experience across nearly every stage of the client relationship. From prospecting and account management to service coordination, project development, client retention, and strategic business development, she developed a deep understanding of how successful partnerships are created and sustained.

More importantly, those years taught her that business development is about far more than generating revenue.

For Haley, it is about listening, understanding what matters to people, following through on commitments, and becoming someone clients and colleagues know they can depend on.

The relationships she developed throughout her time at Baker became one of the most valuable parts of her career and ultimately helped prepare her for her next chapter.

Expanding Her Impact at Blum Construction

Today, Haley brings that relationship-driven approach to Blum Construction, where she serves as Business Development Manager for the Triangle market.

Joining Blum has given Haley the opportunity to broaden her perspective from a specialized trade into the larger commercial construction landscape. In her role, she focuses on strengthening Blum's presence throughout the Triangle and developing relationships with clients and industry partners across higher education, healthcare, senior living, municipalities, and life science sectors.

Her work brings her alongside owners, facility leaders, architects, engineers, and other decision-makers throughout these markets, allowing her to better understand their organizations, upcoming capital needs, and long-term goals. Rather than approaching business development as simply pursuing the next project, Haley focuses on building genuine relationships, becoming a trusted resource, and creating connections long before a project begins.

Haley sees business development as the bridge between people and opportunity. She enjoys learning about an organization's goals, understanding the challenges facing its facilities and operations, and finding meaningful ways to connect the right people at the right time.

As she continues growing with Blum, Haley hopes to play an important role in expanding the company's relationships and visibility throughout the Triangle, particularly within the markets she serves, while continuing to develop as a leader within North Carolina's construction industry.

Leadership Through Industry Involvement

Haley believes some of the most meaningful professional relationships are developed through

active involvement in the industry and community.

She is involved with organizations including Triangle CREW, IFMA Greater Triangle Chapter, and NAWIC Triangle, where she has opportunities to connect with professionals across commercial real estate, facilities management, architecture, engineering, and construction.

For Haley, industry involvement is not simply about attending networking events. She believes in becoming an active participant, contributing to organizations, connecting people with one another, and helping create environments where relationships can develop naturally.

That philosophy has become an important part of her approach to business development.

Relationships First

Throughout every stage of Haley's career, relationships have remained the common thread.

She was raised with the belief that you should never burn bridges and that success is influenced not only by what you know, but by how you treat people and the trust you build along the way.

During nearly a decade in the construction industry, Haley has seen that lesson proven repeatedly.

She is also quick to acknowledge that her career was not built alone. Early in her professional journey, someone was willing to take a chance on her while she was still developing her experience and confidence. That opportunity helped establish the foundation for the career she has today and shaped the way she approaches other people.

Because of that experience, Haley believes strongly in opening doors, making introductions, sharing opportunities, and helping others develop their own confidence.

One philosophy has remained especially meaningful throughout her career: people may not always remember exactly what you did, but they will remember how you made them feel.

That idea influences the way she approaches clients, colleagues, industry partners, and leadership.

Encouraging the Next Generation of Women in Construction

Haley has witnessed significant change in the construction industry since beginning her career, particularly in the growing presence and influence of women.

Women are increasingly represented across business development, operations, estimating, project management, architecture, engineering, and executive leadership. Haley believes that diversity of experience and perspective continues to make the industry stronger.

Her advice to women entering construction is to avoid waiting until they feel completely prepared before stepping forward.

Ask questions. Be curious. Volunteer for opportunities. Introduce yourself. Find mentors. Get involved in industry organizations. And most importantly, become someone others can depend on.

Haley believes confidence often comes after taking the opportunity, not before it.

She also encourages women to remain authentic rather than believing they need to adopt someone else's personality or leadership style to succeed in a traditionally male-dominated industry. Relationship building, emotional intelligence, communication, creativity, and collaboration are meaningful business strengths, and women should feel empowered to bring those qualities to the table.

Looking Ahead

For Haley, joining Blum Construction represents both a new challenge and a natural next step.

After building a strong foundation within commercial roofing, she is excited to continue learning the broader construction business, deepen her understanding of the development and building process, and expand her relationships throughout the Triangle.

Her long-term goal is to continue growing as a business development and industry leader while helping create opportunities for the organizations, communities, and people around her.

She believes the strongest business development professionals are not simply focused on winning the next project. They become trusted resources within their communities. They know how to connect people, recognize opportunities, listen to what clients need, and create value even when there is no immediate business transaction involved.

That is the reputation Haley hopes to continue building throughout her career.

Values Beyond Business

Beyond her professional accomplishments, Haley's approach to life and leadership is grounded in family, faith, integrity, and accountability.

She believes values are demonstrated through actions: how people treat others, how they respond when things do not go as planned, whether they follow through on their commitments, and whether they are willing to support the people around them.

Those principles have guided Haley throughout her career and continue to influence the professional she hopes to become.

As she begins this new chapter with Blum Construction, Haley remains focused on the same thing that has driven her career from the beginning: showing up, building meaningful relationships, creating opportunities for others, and leaving people and organizations better than she found them.

Learn More about Haley Mustgrave:

Through her Influential Women profile, <https://influentialwomen.com/connect/Haley-Mustgrave>

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