

Todd Rose
Builders FirstSource

Times change and Todd Rose's career has changed with them – but in a sense, he's stayed the same. He's clocked 44 years in the building materials industry, working in a variety of positions for five different suppliers, but in his 34-plus years with the company now known as Builders FirstSource, he's come full circle: when he reports to work every morning in Congers, New York, he walks into the same office he did on his first day with the company in 1988.

It all started with a summer job after his freshman year of college at St. Thomas Aquinas College, where he eventually earned a B.S. in business management. He got connected to a job at the U.S. Gypsum manufacturing plant in Stony Point through an uncle who was a maintenance supervisor. He stayed until 1985 and, as he notes, he “started out sweeping the floor and left as a production supervisor.”

He moved on to L&W Supply (Capital Gypsum), a subsidiary of U.S. Gypsum, where he again rose through the ranks, starting as a salesman and leaving three years later as a general manager.

His tenure with his current employer began in 1988 as general manager of gypsum products at Strober King Building Supply in Congers. He ascended to vice president on New Year's Day in 1999. In 2006, ProBuild, followed by Builders FirstSource in 2015. “I've only actually worked for two parent companies since 1978,” he notes. “The names have changed but the people have remained the same.”

Today Todd oversees six Builders FirstSource locations across the Hudson Valley, ranging from Middletown to Mahopac, Rosendale to Congers. One of the things he finds satisfying about his role is the opportunity to interact with people up and down the org chart.

“There's a great industry balance between blue-collar and white-collar workers. One day you're working with yard operations discussing deliveries and equipment and another day you could be working with a corporate finance person on a budget for a multiyear growth plan,” he explains. “I enjoy trying to build the best team and finding the best position for the employee and the company to be successful.”

Perhaps that informs his philosophy of business: “Treat everyone with respect and remember you may have a different position, skillset, or education, but that doesn't make you a better person than anyone else,” he advises. “Be a leader not a boss. Check the ego at the door. Every team member is important to the success of the business.”

Todd still lives in Stony Point, where he grew up, and has been married to his high school sweetheart, Karen, for almost 40 years. They have three children – Erin, Todd, and Kelly – and three grandchildren from Erin and her husband Ben. They live close enough to allow Todd and his wife to spend quality time with them.

He's also a fixture in his community. Todd coached Little League and softball for a total of 20 years (with a 15-year break in between). He's been a lifelong member of Immaculate Conception Parish and currently serves as an elected councilman for the Town of Stony Point.

For the next generation just entering the business, Todd offers this advice: “The industry may require hard work and long hours, but it can be a very rewarding career both personally and financially. The opportunity to form many lasting relationships and be part of a team in a casual work environment is a great way to spend a career.”