She dove head first into a new adventure and rose to the occasion all while creating lasting relationships with all of her customers.

From “I don’t know if this is the job for me” to forty years later and she is loving every single minute of it.

Taking the first step in trying something new isn’t easy, but it’s that type of strong work ethic that aligns Buechel Stone with Robin Steudler of Graniterock. She strives to gain trust and respect, and she hits the mark every time. That’s just one of the reasons we admire her.

Robin’s work ethic is only part of what makes her an exceptional account manager. Her charismatic personality is contagious among colleagues and customers. “I think what drives me the most are my customers. I live and breathe to make them happy.” And we’ve found that to be completely true.

From growing up in the Monterey Bay area, many of Robin’s customers are people she’s known since elementary school. Her positive attitude is great for creating a family atmosphere for everyone.

Robin credits her neighbor with helping her get a job at Graniterock just days after her father told her she had to pay for her college schooling. She recalls her dad jumping up and saying, “Yes she’s interested! She’ll start tomorrow!” What began as a very humbling job with much to learn, turned into Robin becoming an expert in her field. Not only has Robin’s expertise grown, but her relationships with her customers have grown too. Her goal is to have every customer walk out of Graniterock saying, “That was the best experience I’ve ever had.” She goes to bat for her customers and will be there for them every time.

From taking the unimaginable to the possible, Robin created a design village – a place where homeowners, contractors, architects, and designers can go and see the finished product on a variety of installations. She reached out to some architects with her vision and it became a reality. Because of Robin, Graniterock created the full experience. “I think that’s one of the things I’m most proud of – a vision I had became a reality.”