

MAY 9, 2016



MR. MATTHEW C. GEARY – DIRECTOR OF BUS DEV
PROVECTUS ENVIRONMENTAL PRODUCTS, INC.
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- Develop strategic go-to-market strategies and led business development teams to achieve consistent YOY sales increases averaging 10% over six years at Environmental Alliance.
- Provided sales leadership for branch offices and corporate staff in a five-state area.
- In depth knowledge of and relationships with the buyers in the following remediation markets; CCR, PCB, RCRA and non-RCRA waste generators, Brownfield developers, Remedial Engineering Firms, Superfund Contractors, Utilities and Oil Companies.

Environmental & Technical / Engineering Sales Experience

- Cultivate excellent working relationships with customers, contractors and other strategic business partners to successfully influence product specification and secure contract awards.
- Prepare and present technical proposals at the c-suite level and interface effectively with engineering, on-site construction, manufacturing, and R&D personnel as a contractor and consultant.
- Consistently exceed sales budgets and expand market penetration using proven talents in relationship management, account development, prospecting and strategic marketing.
- Define project scope, sequence and approach and oversee proposal production and pricing strategy.
- Conduct extensive market analysis to identify emerging business opportunities, new players and trends.
- Develop baseline projects while managing extended sales cycle of large projects, resulting in a steady revenue pipeline despite market volatility

Environmental Contracting, Estimating & Operations Management Experience

- In-depth technical knowledge and organizational leadership experience in supporting the sale of site investigation, compliance audits and environmental remediation system design and installation services.
- Hands-on estimating, project management, site supervision, and operational experience with AS/SVE and dual-phase extraction systems, excavation, T&D, in-situ bio-remediation, in-situ chemical oxidation, permeable reactive barriers, slurry walls and cut-off walls, MNA site decontamination and demolition work.
- Expertise in defining scope of work, establishing pricing and creating environmental contracting proposals.

EMPLOYMENT HISTORY:

CETCO, Division of Minerals Technologies, Inc. (MTI) – Bethlehem, PA (2011 to May 9th, 2016)

Position: Technical Sales Manager: North East & Mid Atlantic (U.S. & Canada)

Responsibilities: Generate technical product sales for waste water treatment, vapor intrusion (VI) barriers, Geotextiles- landfill lining / capping, contaminated sediment capping, in-situ soil stabilization and solidification (ISS) and groundwater remediation

projects. Develop and build relationships with contractors, property owners and strategic business partners in the Mid-Atlantic, New England and Eastern Canada regions.

- Consistently rank in top 2 in overall sales within the Environmental Products Group.
- Increased territory revenue from \$1.8MM to \$7MM during first full year of employment.
- Negotiated and closed a \$4.9 MM sale for CETCO Organoclay, the largest ISS sale in the company's history.
- Targeted, researched, vetted, executed sales agreements and provide ongoing sales support for five new VI product applicators to broaden market exposure and capacity.
- Successfully mentored and served as a resource to four new Regional Sales Representatives.

Environmental Alliance – Wilmington, DE (1999 - 2010)

Position: VP of Sales & Marketing / Health & Safety Officer / Marketing Director / Environmental Scientist

Responsibilities: Devised, created and led the execution of business development, marketing and sales initiatives for this \$15M environmental engineering consulting firm. As a member of executive leadership team, reported directly to owners and managed direct and indirect responsibility for a staff of 55 employees. Assumed official responsibility for regulatory compliance reporting and oversight as corporate Health & Safety Manager. Served initially in dual marketing and consulting roles, leveraging prior operations experience to sell, plan and manage customer transportation and disposal projects throughout the Mid-Atlantic region.

- Devised multi-faceted marketing programs and managed the opening of four strategically located branch offices in the Mid-Atlantic region to facilitate market penetration efforts.
- Achieved average YOY revenue growth of 10% and grew the company from 12 to 55 employees over tenure.
- Designed and produced a quarterly newsletter and regulation / market-specific mailers to engage customers and prospects, promote brand awareness and establish credibility with key players in market.
- Created, managed and expanded internal customer and prospect marketing database as a precursor to the adoption of third-party CRM software.
- Contributed ancillary revenue generated through billable bid specification writing and subcontractor management services as a field marketing representative.
- Added \$3.5 million in new accounts while expanding existing accounts.
- Diversified business portfolio to provide revenue stability in fluctuating market.
- Targeted, prospected and negotiated contract with Shell Oil, the largest account in the company's history.

Laidlaw Environmental Services, Inc. (LES, Inc.) – (1995 – 1999)

Position: Technical Sales Representative

Responsibilities: Responsible for business development, cost proposal preparation, P&L projections, field services oversight within the northeast region of the US for the PCB division.

- Created new revenue streams in the transportation and disposal markets.

- Expanded company's field service line offerings and provide revenue stabilization in a shrinking market.
- Consistently exceeded a \$3.5MM annual sales budget throughout tenure.

PRIOR EXPERIENCE – (1986 - 1995)

Site Superintendent: OHM Remediation Services Corp. (Navy Division)

Lead Estimator / Sales Manager: Environmental Management Strategies, Inc. (EMS, Inc.)

Project Manager / Remedial Project Estimator: Stout Environmental, Inc.

General Foreman: OH Materials Corporation.

EDUCATION:

Pennsylvania State University – University Park, PA (1982 - 1986)

Degree: B.S., Environmental Resources Management

Specialized Training:

OSHA 40-Hour Safety Course, Petro-Tite Tank Testing Systems Training, PA Department of Environmental Resources Tank Installation Certification, Emergency Response and Confined Space Entry Training, PA Department of Transportation HM-181 Training Program.