

## Employment Experience

SewerAI (April 2020 – Present)

Director of Business Development, Technical Director (Global)

- Customer success and project deliverables
- Delivery of technical content and marketing communications
- AI-Training and new product R&D
- Customer education and market development

Vortex Companies (January 2019 –

April 2020) Business Development

Manager (US & Canada)

- Accountable for products & services division business in Western US & Canada
- Developing strategic partnerships with licensed material applicators, sub & prime contractors
- Educating asset owners, consultants, and stake holders on trenchless technologies

LMK Technologies (January 2018 –

January 2019) Northwest Regional Sales

Manager (US & Canada)

- Accountable for sewer rehabilitation product sales in WA, OR, ID, MT, WY, AK, BC, & AB.
- Management of licensed installer network throughout region.
- Product education & technical support to specifying engineers & sewer agencies
- Strategic consultant, business development & marketing

Inland Pipe Rehabilitation (IPR) (March 2017 – September 2017)

National Operations Manager, Specialized Technologies, Training & Development

- Robotic camera equipment & vendor management, technology acquisition & implementation.
- Operator training & NASSCO PACP MACP LACP certification.
- Workflow & process improvement for robotic lateral reinstatement, pipeline video, & sewer condition assessment deliverables.
- Strategic consultant to IPR's 4 regional business units located in the following markets: US Southeast, Northeast, Great Lakes/Midwest, & Texas/Gulf Coast.

Jack Doheny Companies (September 2014 –

February 2017) Regional Sales Representative: WA,

OR, ID, AB, BC, SK

- Business development for capital equipment rentals & sales for hydro-excavation, sewer cleaning, air- moving, & pipe inspection markets.
- Interfacing primarily with contractors & public entities involved in underground construction, utility locating & conflict resolution, directional drilling & boring, & drainage infrastructure condition assessment & maintenance.
- NASSCO PACP LACP MACP training & certification, & inspection reporting software integration.

Bravo Environmental NW (July 2012 – August 2014)

Project Manager & Business Development Manager: sewer & storm condition assessment, cleaning & maintenance operations, trenchless pipeline renewal, utility locating, hydro-excavation, & construction support services

Sewer Knowledge Services (May 2012 – Present) Principal & Owner

- Market forecasting & strategic analysis to private equity firms.
- Consulting to sewer service companies, engineers, & sewer agencies for operations, workflow, production, & deliverable optimization.
- Condition assessment deliverables for sewer infrastructure.
- On-site sewer camera equipment & software operator training.

RapidView-IBAK North America (June 2011 – May 2012)

Western Territory Manager; camera equipment & software sales, support, & training

Atlas Inspection Technologies Inc (May 2007 –

June 2011) Business Development & Project Manager

## Education

- B.A. Political Science, Criminal Justice Minor, 2004, Gonzaga University (Spokane, WA).

**Miscellaneous: Gonzaga University Intercollegiate Policy Debate** (July 2000 – May 2004)

- Traveled extensively to universities across the US competing at Cross Examination Debate Association & National Debate Tournament events (12+ competitions per year).
- Researched & debated countless environmental, political, economic, philosophical, & social issues.
- Co-Author: 2002-2003 winning collegiate debate topic paper on international treaties.
- Debate Team co-captain 2003-2004.
- Ranked nationally for 3 straight years in top 40 debate rankings.

## Industry Leadership, Speaking Engagements & Published Works

- Published in industry magazines such as Trenchless International, Underground Construction, Trenchless Technology Magazine, Damage Prevention Professional, Municipal Sewer & Water, & the NASSCO Times.
- Delivered presentations (with CEU/PDH accreditation) on numerous topics including: collection system rehabilitation, maintenance, inspection, asset management, software integration; & to the following organizations: American Society of Civil Engineers, North American Society for Trenchless Technology, Water Environment Federation, American Public Works Association, Trenchless Technology Center.

**Personal & Professional Growth, Training & Development**, Landmark Worldwide

- Empowering & enabling people to fulfill on matters of interest or importance to them, developing & causing leadership & teamwork, causing breakthrough results that weren't going to happen anyway, & creating structures for fulfillment for major undertakings.
- Program Leader Accountabilities: Introduction Leader to the Landmark Forum (September 2016– Present), & performance & leadership coaching (February 2017 – October 2018).
- Graduate, Landmark Curriculum for Living, & Landmark Communication Curriculum (2015).