CYNTHIA RANDALL

Vice President, National Sales

YEARS OF EXPERIENCE: 30

EDUCATION

Master of Arts, Environmental Management & Natural Resources, Ball State University, 1996

Bachelor of Arts, Chemistry, Anderson University, 1982

PROFESSIONAL EXPERIENCE

EFI Global, Inc., Vice President, National Sales, 2007 – Present; District Manager 2005 – 2007; Technical Sales & Services, 2002 - 2005

ATC Associates, Inc., Technical Sales & Service, 2000-2002

AEE, Technical Sales & Services 1993-1999

Ball Corp., Research & Development, Chemist, 1990-1992

Sherry Labs, Chemist, 1986-1990

Farm Bureau Insurance Agency, Agent Supervisor, 1984-1985

Richmond Sanitary District, Chemist, 1982-1983

Kane Labs, Chemist, 1980-1982

PROFESSIONAL SUMMARY

Ms. Randall is the Vice President of National Sales for EFI Global. Ms. Randall has over 30 years of experience in the environmental field including technical expertise in laboratory analysis, process development research, environmental management and sales experience in the industrial, insurance, water treatment and commercial laboratory sectors.

RELEVANT PROJECT EXPERIENCE

TECHNICAL SALES:

Industrial

Market primarily to industrial clients requiring a range of compliance based services. Coordinated work for diverse plants across multi-state area. Perform preliminary needs assessment for facility and assist in developing tailored service program. Client contact is maintained throughout project. Other services sold include landfill, subsurface, SPCC, etc.

Municipalities

Coordinated closely with multiple municipalities across the state of Indiana to assess specific environmental needs of the towns and cities with regards to urban revitalization. Specifically addressed Brownfield site identification processes and state and federal financial assistance options. Provided guidance on remediation and compliance choices best suited for the local urban environment.

Landfill

Worked closely with private and public entities that either currently manage both active and closed landfills or are planning to site new landfills. Marketed landfill engineering and monitoring services. High degree of technical knowledge of landfill regulations and leachate collection systems required.

Account Management

Sales representative for a large manufacturing firm with over 60 U.S. facilities, five manufacturing divisions and a diverse product base. Required to work with three different tiers of the company (plant, business unit and corporate).

MANAGEMENT

Branch Manager

Opened an Indiana office for an environmental and engineering firm. Office was strategically located in close proximity to Ohio with the goal of expanding service area to encompass all of Indiana and Ohio. Built client base across two states to solidify office market position.

TECHNICAL SERVICES:

Process Research and Development

Designed and implemented experimentation in chemical processes research to assess product failure. Analyzed and provided statistical interpretation of data for plant management.

Analytical Services

Performed laboratory analysis of varied environmental constituents. Upon client request provided technical recommendations of process modifications to reduce or eliminate discharge noncompliance issues.

Environmental compliance

Worked for a sanitary district and was responsible for compliance monitoring. Acted as a technical resource for various industries within the sanitary district when necessary.

PUBLICATIONS AND PRESENTATIONS:

Randall, Cynthia. "Speaking of Environmental Forensics," Claims, September 2010.