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DIVISIONAL COO - GENERAL MANAGER

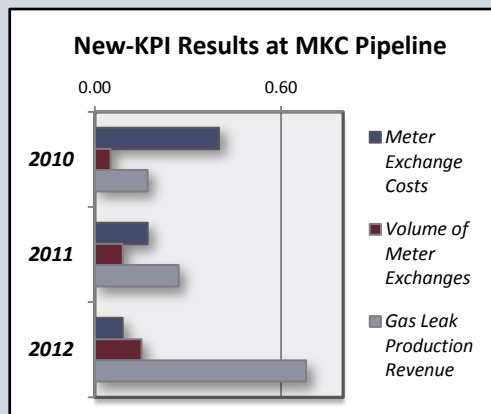
Expedited, Global Growth From Strategic Market, Staffing, & Product Refinements

Influential Executive Partner Resolving Critical Issues — While Producing Millions in Results

Purdue Graduate - Crisis Manager - Productivity & Client Satisfaction Driver

STRATEGIC, OPERATIONAL, & PROFIT PERFORMANCE

- ▶ **28% boost in revenue as COO** for MKC Pipeline Solutions; added strategic vision, helping transition to portfolio firm under Sentinel Capital, and preparing for organic growth.
- ▶ Quick resolution to near-catastrophe, **saving \$4M contract** with new QC, retraining, and safety measures.
- ▶ **Former COO driving 142% increase in net income** by transitioning focus to life sciences markets; won contracts at AstraZeneca, Sanofi, Eli Lilly, and Mera.
- ▶ **200% rise in Environmental Technologies revenue** by pioneering global markets entry; boosted Temple sales 1,020% by persuading executives to launch IP hosting services.
- ▶ Commercial licensing for **British Petroleum's Applicability Review Tool (ART)** application—a high-profile win influenced by turning around BP client relationship.



Decisive Leadership for Sustainable Quality in Technology, Engineering, Natural Gas, & Green Building Environments

Leadership Acumen:

Revenue & Profit Growth - Environment Safety & Health - Multimillion-Dollar Budgets - Quality Control - P&L Turnaround & Growth Strategies - SOPs - Permitting - Financial Oversight - Property Transactions - Client Relations Global Operations - Technology Utilization - Product Development - Talent Sourcing - Market Share - Outsourcing

EXECUTIVE HISTORY

COO

COO; VP, Product Development & Environmental Services

COO; President, Corbel Green Division

VP, Operations & Business Strategies

Officer & Corporate Vice President, ES&H

Director, ES&H

Environmental Due Diligence Manager / Plant Manager

MKC Pipeline Solutions, 2009–2012

Environmental Technologies, 2005–2009

Corbel Group, 2003–2005

Corbel Group, 2000–2003

MMS (WM Medical Waste), 1999–2000

WM Medical Waste, 1998–1999

WM Medical Waste, 1995–1998

EDUCATION

EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (EMBA) – 2010

Iowa State University, Des Moines

BACHELOR OF SCIENCE IN ENGINEERING TECHNOLOGY – 1989

Purdue University – School of Life Sciences, West Lafayette, IN

MKC PIPELINE SOLUTIONS, LLC, Belleview, MN, 2009–2012

Brought firm to peak revenue/client volume, pushed Gas Technical gross margins to 40%, and turned around Construction with 150% sales increase to \$15M and single-year rise to 23% gross margin; sourced top talent, instituted stringent controls, resolved safety concerns, and placed client satisfaction among key priorities.

COO - PRODUCTIVITY & REVENUE GAINS - SAFETY CONTROLS

Handpicked for business-critical role, sustaining company operations in natural gas industry and heading all operations for 5 business units—applying strategic vision, expanding organizational structure, and accelerating market reach at provider of single-source pressure control, metering, and construction solutions to utilities. Oversaw \$32M+ revenue, 9 reports (business unit heads, QA Officer, Safety Manager) and ~300 indirect reports.

Productivity Improvement

- ▶ **Nearly doubled Construction business unit revenue/output** by taking reins to elicit peak performance; reorganized staff, added disciplined operations procedures, established new leadership, and reinforced team—*all critical moves* to double breast Construction and win projects at MN flagship utility Xcel Energy.
- ▶ Added Standard Operating Procedures for uniformity, benchmarking, top production, and higher margins.
- ▶ Boosted stray-voltage team productivity 12% from new KPI program *within first 100 days of implementation*; cut crew mobilization time to first pole 59%, with successive 28% reduction in pole-to-pole mobilizations.

Crisis & Change Leadership

- ▶ Generated additional \$1.2M+ in claims *despite facing previously underbid contracts and threat of losing business*; personally assumed hands-on control after removing manager and corrected 2 high-dollar welded steel/plastic gas main installation projects to regain client satisfaction.
 - Won over client management by fully resolving bid issues including staff experience, equipment shortages, methodology, and operations plans.
- ▶ Anticipated/prepared for emergency response services—**ensuring successful outcome** by refining company procedures, rapidly mobilizing crews, creating communications procedures, and dealing with PR issues.
 - Seamlessly restored 150,000 electric/thousands of gas accounts with Central Minnesota Power, directing 100+ staff in emergency outage situations (and earning 70% gross margin on \$300K contract).

Revenue Impact

- ▶ **Opened new business opportunities**, including no-bid contract work from Edina Gas—representing turnaround from earlier loss of client confidence stemming from lack of qualified talent.
 - Rebuilt trust with client executives (adding key quality controls)—winning continued work with no bidding.
- ▶ **Hailed by Board for personally reclaiming \$800K working capital** (aged A/R) in December 2010, stepping in to handle last-minute bank negotiations and securing expedited compliance according to contract.

ENVIRONMENTAL TECHNOLOGIES, INC., Dallas, TX, 2005–2009

Continually promoted to drive company transformation and expand market reach, leading company's international expansion by securing key industry relationships; positioned firm as attractive to investors and buyers.

COO - SERVICE CONTINUITY - BUSINESS DEVELOPMENT - 2008–2009

Positioned company for growth through analytical business development, solid pricing strategy, and partner relationships that paired offerings with other solutions at SaaS development/subscription management firm targeting regulatory and Standards Development industries and capitalizing on proprietary Web-based platform. Improved product functionality, service, sales, and programming; established distributed computing environment with efficient development procedures. Held P&L authority and supported capital raising, development/IT, content editing, service, and support, plus 6 direct/50 indirect reports.

COO, ENVIRONMENTAL TECHNOLOGIES - Continued...

Corporate Direction & Growth

- ▶ **Orchestrated 200% growth** by guiding shift from single-subscription, commoditized product to gain global clients including ASTM; hosted ISO standards, built ANSI relations, and brought in BP intellectual property.
 - Dramatically improved consumer experience via robust collaboration / change management functionality.
 - Secured investor interest, presenting pitches and widening company offerings key to buyout.
- ▶ Augmented core product with improvements winning clients including **Johnson & Johnson and AstraZeneca**.

Product & Market Leadership

- ▶ **Safeguarded IP** for ASTM and Temple Steel, leading firewall / infrastructure development per IBM standards.

VP PRODUCT DEVELOPMENT / ENVIRONMENTAL SERVICES - MARKET GROWTH - 2005–2008

Earned promotion to expand platform, increase global results, and bring in high-profile accounts after initial recruitment to expand EnviroRegs™ legacy services market share. Managed 4 direct/25 indirect staff in Product Development role, plus 5 direct/35 indirect Environmental Services reports.

- ▶ **Rapidly increased EnviroRegs™ renewal rate to 98%** through product/process improvements; incorporated Army Corp of Engineers compliance protocols and ENHESA regulatory content, among other value-adds.
 - Doubled inside sales pipeline and increased IHS reseller results by outsourcing lead generation.
- ▶ Led new-market entry, with wins including ASTM - ANSI licensing and high-dollar prospects API and NFPA; closed Alcoa and ENSR International Audit Protocol Consortium. Spearheaded Web Service solution implementation.

CORBEL GROUP, INC., Atlanta, GA, 2000–2005

Spearheaded profit turnarounds and changes in strategy that produced 35% revenue increase and millions in savings.

COO - PRESIDENT, CORBEL GREEN DIVISION - 2003–2005

Selected by CEO to break down siloed organization, creating strategy and structure to drive profits at \$20M provider of architecture, engineering, construction management, environmental, and IT services. Pinpointed \$1M-\$3M niche in life sciences. Directed 208 reports (CIO, subsidiary Presidents, HR Director, and 200 indirect staff).

VP, OPERATIONS & BUSINESS STRATEGIES - 2000–2003

Brought in to lead \$3B Armstrong World Industries Infrastructure Master Plan, coordinated multidisciplinary experts to review NPV scenarios, product strategies, aging infrastructure, energy use, property, labor, and taxes.

MMS, INC. (Formerly WM MEDICAL WASTE), Shakopee, MN, 1995–2000

Coordinated preparations for acquisition, including air pollution control upgrades and pharmaceutical disposition services.

OFFICER & CORPORATE VP - ENVIRONMENT, SAFETY, & HEALTH (ES&H) - 1999–2000

Recruited to assemble change-ready leadership team—adding compliance measures, handling investor and stakeholder queries, and managing risk. Consolidated 100+ entities and hired M&A firm. Earned promotions from Director, ES&H, Due Diligence Manager, Project/Plant Manager, and Regional Environmental Manager.

AFFILIATIONS

President – Purdue Club of Greater St. Paul

Member, Advisory Board; Dean, School of Business – Iowa State University