



**EBC Professional Development Program:
Business Development for the Ascending Professional - An Advanced Introduction**

Wednesday, April 11, 2018

AECOM | Boston, MA

Co-hosted by the LSPA Emerging Professionals Committee



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AGENDA

- 6:00 p.m. **Welcome: Max Forsythe, Program Co-Chair**
Business Development Manager, National Response Corporation (NRC)
- 6:05 p.m. **Program Introduction & Overview**
- Max Forsythe, Program Co-Chair
Business Development Manager, National Response Corporation (NRC)
 - Michael Shea, Program Co-Chair
Account Manager, Resource Options, Inc.
- 6:20 p.m. **Business Development - Consultant's Perspective**
- Karla King, Esq., P.E., LEED AP, Director, Environmental Health and Safety
EBI Consulting
 - Eric Wood, PHg, PG, LSP, Principal, Site Solutions Service Line Coordinator - Americas
Environment and Health, Ramboll
- 7:00 p.m. **Q&A Session**
- 7:30 p.m. **Adjourn**

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PROGRAM CO-CHAIRS

Max Forsythe, Business Development Manager
National Response Corporation (NRC)
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Max Forsythe is a member of the NRC's Business Development team where his primary focus is on expanding relationships with clientele through NRC's variety of service lines ranging from industrial cleaning, decontamination, transportation and disposal of waste to large-scale remediation projects. He manages, in a programmatic way, NRC's business offerings primarily in the northeast by sponsoring the needs of our clients to ensure success. Mr. Forsythe has been with NRC for four years and previously worked for an international refractory metal manufacturer as part of their inside sales team.

Mr. Forsythe graduated from the University of Tampa in 2010 holding a degree in Finance.

Michael Shea, Account Manager
Resource Options, Inc.
200 Highland Avenue, Needham Heights, MA 02494
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Michael Shea is currently an Account Manager for Resource Options Inc. (ROI) Technical Staffing Division, where his primary focus is building and fostering successful relationships with companies in the environmental, design/engineering and construction industries. As an account manager, Mr. Shea works to solve critical hiring situations for companies throughout New England. Additionally, Mr. Shea manages a team of specialized recruiters, with a common goal of placing talented and quality candidates for their clients. Mr. Shea has been with ROI over five years and was previously an Asbestos Project Monitor for a small environmental consulting firm in Syracuse, NY.

Michael Graduated from SUNY Oswego in 2010, with a Bachelor's of Science in Social Studies Education.

SPEAKERS

Karla King, Esq., P.E., LEED AP, Director, Environment Health and Safety
EBI Consulting
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Karla L. King, Esq., P.E., LEED AP is the Director of Environmental Health and Safety services at EBI and has more than 15 years' experience in environmental, wastewater, and stormwater engineering and environmental, health and safety compliance. She has a Bachelor of Science in Civil/Environmental Engineering from Northeastern University, a Master of Science in Engineering Management with Certificate in Environmental Management from Tufts University, and a Juris Doctor in Environmental Law from Mass School of Law. Karla is a licensed professional engineer in all of the Northeast States. In Karla's current role, she is the Technical Director for the EHS Team and splits her time between business development, client management, technical review, and operations and staff management.

Eric Wood, PHg, PG, LSP, Principal, Site Solutions Service Line Coordinator – Americas, Environment & Health
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Eric is a hydrogeologist and Principal at Ramboll where part of his responsibilities include developing and directing Ramboll's strategy for client relationships in the Site Investigation and Remediation practice throughout the Americas. In this role, he works with approximately 300 practitioners on several client-facing activities, Ramboll's market sector leaders, other practice area leaders, and other Ramboll colleagues throughout the world to help practitioners develop innovative, collaborative solutions that focus on our client's objectives. Eric also continues to maintain and develop his own practice, which he has been doing in private consulting for nearly 35 years. He has contributed to the growth of several firms by focusing on client relationships, and has done this working with small to large consultancies. Eric also started and ran his own environmental consulting firm for 17 years. He will offer his views on business development; how an ascending professional can be successful with clients, resulting in business development; and lessons he's learned during his career.