

# Timothy P. Burbott

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## EMPLOYMENT HISTORY

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### **Reliable Delivery**

Metro Detroit, MI; September 2020 to present

#### Chauffer Licensed Delivery Specialist

Delivering various medical supplies/equipment/prescriptions throughout metropolitan Detroit area. Stop gap job during COVID-19 pandemic.

### **Airgas Onsite Safety Services, Inc. /Total Safety US**

Lincoln Park, MI; August 2016 to April 2020

#### Strategic Account Manager

Supplier of various safety equipment (rentals and sales) to major heavy industrial clients (refining, chemical, power, steel). Responsible for growing YOY revenues while handling all sales related activities for Michigan and Ohio. Airgas Onsite Safety Services, Inc. was acquired by Total Safety US on June 1, 2019.

### **Kanawha Scales, Inc.**

Taylor, MI December 2014 to July 2016

#### Regional Account Manager

Nationwide company providing industrial sales and maintenance services for various types of scales (truck, rail, floor, forklift, crane, counting/bench). Responsible for increasing gross annual income with focus on net profits. Handled all sales related activities for SE Michigan and NW Ohio.

### **Allied Waste Services, Inc.**

Pontiac, MI; June 2004 to June 2014

#### Major Account Manager

Key responsibility is to maintain and grow existing client base by negotiating contracts and special pricing. Also required to handle/submit all public RFP/RFQ bids for greater Detroit area. Specialized in handling customers with non-hazardous special waste needs.

### **Test America Analytical Testing Corp., Inc.**

Pontiac, MI; February 2002 to February 2004

#### Regional Account Manager

Responsible for all marketing related activities in the State of Michigan. Company is an environmental lab network performing testing services (air, soil, water, waste) for private (Environmental Engineering firms, Manufacturers) and public (city, county state and federal government) entities. Client base: GM, Delphi, Ford, Visteon, DaimlerChrysler; City of Detroit, City of Flint, City of Pontiac,

### **Baker Tanks, Inc.**

Jacksonville, FL; December 1999 to December 2001

#### District Sales Manager

Nationwide leasing company (tanks, roll-offs, intermodals and pumps) to various industries: Environmental,

Manufacturing, Chemical, Power, Transportation, Construction, and Aerospace. Job responsibilities: maintain existing client base and acquire new customers in FL & GA.

### **U. S. Waste Logistics, Inc.**

Jacksonville, FL; August 1999 to December 1999

#### Regional Sales Manager

Company services North Florida and South Georgia for transportation, storing, processing and disposal of non-hazardous waste. Company also handles transportation and recycling/disposal of hazardous waste. Responsible for all growth and maintenance of accounts.

### **GeoWaste Incorporated**

Jacksonville, FL; May 1996 to November 1998

#### Business Development Manager

Oversaw all corporate issues pertaining to marketing, advertising, exhibitions and in-field sales; all local, county and state bid packages; local, county and state government lobbying; identifying potential acquisition candidates; administration of all corporate insurance and bond issues; preparation of corporate policies and procedures.

### **Schaefer Systems International, Inc.**

San Diego, CA; June 1994 to February 1996

#### Regional Sales Manager

Manufacturer's representative marketing plastic waste and recycling containers to municipalities and private waste haulers. Territory was Southern California, Nevada, Arizona, New Mexico and Colorado. Duties were overseeing entire sales cycle from product presentation, through order or bid, to shipping and distribution of product.

### **Laidlaw Waste Systems, Inc.**

San Diego, CA; April 1989 to June 1994

#### Major Account Representative

Required to maintain and acquire large monthly dollar accounts (\$2500.00 and up) for refuse and recycling services. Also responsible for all bids on federal, state, county and city levels throughout San Diego County.

### **International Spectrum, Inc.**

San Diego, CA; September 1987 to April 1989

#### Vice President of Sales

### **Continental Cablevision**

Madison Heights, MI; December 1980 to May 1987

#### General Sales through Marketing Manager

Various sales and Sales Management positions

### **Howard T. Keating & Associates**

Bloomfield Hills, MI; July 1977 to November 1980

#### Realtor Associate

EDUCATION: Western Michigan University; Art; 1975. Russell School of Real Estate, Realtor Associate 1977. INTERESTS: Enjoy outdoor activities (golf, fishing) art (painting, drawing), reading. REFERENCES: Provided at employer's request.

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