

Susan Hunt

Professional Experience

**2013 - Present Hunt Vac Services, LLC
Principal & Director, Business Development**

St. Louis, Missouri

Principal and Senior Business Development professional for a full service hazardous waste management, transportation and disposal firm offering industrial cleaning service, environmental remediation and emergency response. Extensive experience in hazardous waste management, turnkey environmental remediation contracting, demolition, industrial cleaning services, subsurface utility investigation and location, emergency response, safety, health and environmental affairs over site and project management. Career long management and training skills have been developed from working with infrastructure and environment, power generating facilities, waste water treatment plants, refineries, steel mills, mines, pipelines and transmission companies, chemical manufacturers, DOD, DOE, USACE, environmental engineers, environmental attorneys, environmental insurance companies, real estate developers, merger and acquisition firms and local, state and federal regulatory agencies. Extensive experience qualifying prospective clients and projects, evaluating plans, specifications and Requests for Proposals in the negotiation or job bidding process, determining "go", "no go" status, attending site visits, evaluating current market and competition, job costing, preparing bid documents, contract negotiation, cost analysis, budgeting and oversight. Duties include communicating effectively with regulatory agencies, engineers, attorneys and customers regarding environmental remediation contracting, onsite hazardous waste management, hazardous waste sampling, hazardous waste characterization, material profiling, TSDF's team management negotiating contracts and pricing, logistics, shipping, emergency response, construction, demolition and industrial services. .

**2004 -Present Hunt Environmental Services
Owner & New Business Development**

St. Louis, Missouri

Business Development Manager for a comprehensive environmental services company. Developed business and marketing strategies for hazardous waste management, industrial services and environmental remediation opportunities. Duties included prospecting industry clients needs, researching potential remediation opportunities, performing site visits and audits, competitive market analysis, preparing environmental remediation scopes of work, costs and analysis and due diligence to insure compliance for projects nationwide. Responsible for forecasting, budgeting, financial assurance, project management and operations for all contract negotiation with local, state and federal agencies to determine corrective action required on projects to meet cleanup standards

**1992 - 2004 Laidlaw Waste Solid Waste & Hazardous Waste Management
Marketing, New Business Development & Operations**

St. Louis, Missouri

Wrote and responded to Requests for Proposals, Requests for Qualifications and Contracts for chemical and hazardous waste disposal, environmental remediation, industrial services and emergency response services for clients nationwide. Responsible for marketing and business development, pre bid job site visits, job walk thrus, RFQ and RFP responses, job take offs, bid pricing, contract negotiation, contract implementation with major industry, refineries, real estate developers, pollution liability insurance firms, law firms, merger and acquisition firms, power management companies, chemical manufacturing facilities, and treatment, storage, disposal and recycling facilities for all environmental services. Supervised subcontractors insuring contract negotiation, contract compliance, maintained insurance policies, and contract performance.

**TRAINING:
40 HR HAZWOPER
8 HR OSHA
CPR/FIRST AID
GERT
HM181/HM126F**

**EDUCATION:
QUINCY UNIVERSITY
BACHELOR OF SCIENCE MARKETING

ST. LOUIS UNIVERSITY
MASTER OF BUSINESS ADMINISTRATION**