

WAYNE WILLIAMS

wayne8@hotmail.com

Phi Kappa Phi honors graduate and highly driven environmental management and health professional experienced in environmental and health systems engineering and marketing. Combined experience in sales and health services marketing, environmental health management, customer service and business development.

EXPERIENCE

Technical Sales

Engineering Management

Marketing

Business Development

Environmental Health

Financial Management

PROFESSIONAL ACCOMPLISHMENTS

- Coordinated and presented at regional and international Environmental Health conferences
- Developed Community Telehealth and Medical Equipment marketing strategy
- Implemented marketing and business development programs for Gas Station and improved net revenues by 20% over 18 months.
- Developed and implemented environmental, health and safety management programs.
- Implemented new projects and provided technical advice to Fuels Marketing Divisions.
- Conducted business practices review in establishing Projects Department.
- Coordinated new products launch and special events trade shows.
- Developed and conducted Environmental training programs for United States Peace Corps.
- Provided Sales and Marketing support for Graduate Business School.

PROFESSIONAL RESPONSIBILITIES

- Supervised Technical and Customer Service Teams
- Provided Nationwide Account Management Services
- Provided Project and Environmental Management services
- Performed Market and Financial analyses
- Performed Environmental Health Audits

PROFESSIONAL HISTORY

Consulting Director , Williams Consulting and Energy	2003-present
Financial Advisor , Ameridebt Florida	2002-2003
Group Technical Manager , IGL Limited	1998-2001
Sales Engineer , Exxon Caribbean	1991-1997
Environmental Trainer , US Peace Corps	1990-1991
Environmental Engineer , Petroleum Corporation Jamaica	1988-1989
Research Engineer , Jamaica Bauxite Institute	1987-1988
Teacher , Manchester High School	1986-1987

ACADEMIC CREDENTIALS

Health Service Systems, Keller Graduate School, Fort Lauderdale Florida	2008
Environmental MBA, Florida Atlantic University, Boca Raton Florida	2002
Environmental Engineering, Graduate Courses, SUNY, Syracuse New York	1990
Petroleum Engineering, BSc University of the West Indies, Trinidad	1986

References provided upon request