

# Allison A. King, CHMM

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## SUMMARY

- Results-oriented leader with proven achievement record
- Enthusiastic and persistent, with creativity and attention to detail
- Delivers strategic innovative solutions to external and internal customers
- Strong work ethic with willingness to take on new challenges
- Oral and written skills to support powerful negotiating capabilities
- Hands-on experience facilitating negotiations to produce results

## PROFESSIONAL EXPERIENCE

### **Univar Solutions, Dallas, Texas (Univar acquired Nexeo Solutions) ChemCare**

#### **Senior Account Manager, Oil and Gas Focus**

**April 2019 – January 2021**

- Management of corporate oil and gas accounts in Permian Basin (TX), OK and East TX / LA
- Responsible for growth into those and other chemical accounts
- Highest delivered margin growth in 2020 and top 5 in 2019

### **Nexeo Solutions, LLC, Dallas, Texas**

#### **Account Manager, West District, Environmental Services**

**January 2017 – March 2019**

- Management of accounts in OK, AR, North, West and South Texas
- Continued involvement with key oil and gas corporately

#### **Corporate Account Manager, Oil and Gas, Environmental Services**

**March 2016 – January 2017**

- Management of key oil and gas accounts

#### **District Manager, Southwest Region, Environmental Services**

**August 2013 – March 2016**

- Responsible for five state geographic region managing environmental services business
- Accountable for regional sales performance and tracking supplier interaction with five direct sales reports

### **Covanta 4Recovery, L.P., Dallas, Texas**

**January 2010 – July 2013**

#### **Manager, Sales and Marketing, Southwest Region**

- Responsible for six state area, managing waste-to-energy sales, marketing, accounting and business growth
- Service support for waste recovery facilities in Oklahoma and Indiana
- Business primarily focused on non-hazardous material characterization and waste management

### **CRT Processing, LLC dba Environmental Light Recyclers, Fort Worth, TX**

**January 2007 – November 2009**

#### **Regional Account Manager**

- Responsible for establishing a sales and marketing program, including business and partnership development
- Established a prepaid recycling program for customers
- Redesigned company's marketing materials and Statement of Qualifications package
- Directly managed bid proposals and facility audits

### **Teris LLC, Dallas, Texas**

**October 2005 – August 2006**

#### **Director of National Accounts and Client Services**

- Responsible for direction, management and growth of National Account sales program for company
- Managed Client Services group which included data entry, billing and customer service
- Managed joint venture relationship between Teris and Ochoa Industrial, Ensco Caribe, located in Puerto Rico
- Responsible for bid proposal processes

### **GB Resources, Dallas, Texas**

**January 2005 – September 2005**

#### **President**

- Environmental services, sales, marketing management, and consulting

### **Ashland Distribution Company, Garland, Texas**

**September 1991 – October 2004**

#### **Regional Business Manager, Environmental Group**

- Responsible for multi-state environmental services regional center
- Directed and managed sales, distribution, marketing, customer service, suppliers, operations, and regulatory compliance

- Consistently met profit goals and increased regional revenue
- Negotiated, implemented and managed the first on-site contract environmental services program at an international automotive manufacturer
- Received first Certified Hazardous Materials Manager (CHMM) certification at the company
- Introduced and developed the company's customer manifesting and reporting service program
- Received no Notices of Violation for three RCRA permitted Part B permitted facilities during tenure at company

**Ashland Chemical Company, Tulsa, Oklahoma**

**August 1984 – August 1991**

**District Manager, Industrial Chemicals and Solvents Division**

- Directed chemical distribution business in eastern Oklahoma, southwestern Missouri, and southeastern Arkansas
- Managed sales and profit accounting, customer service, distribution operations, and facility regulatory compliance

**EDUCATION**

Bachelor of Business Administration – Texas A&M University, major in marketing (emphasis on chemistry)

Financial Management Program – Indiana University School of Business

**ACCREDITATIONS**

Six Sigma Academy, Black Belt

Certified Hazardous Materials Manager (CHMM), Master Level

Fellow, Institute of Hazardous Materials Management (IHMM)

Distinguished Diplomate, Institute of Hazardous Materials Management (IHMM)

**ACCOMPLISHMENTS**

**Hazardous Materials Society (HMS)**

2018 – Present                      Secretary, Board of Directors

**Institute of Hazardous Materials Management (IHMM)**

2013 – 2017                      Chair, Board of Directors

2011 – 2012                      Vice Chair, Board of Directors

2009 – 2010                      Director, Board of Directors

**Academy of Certified Hazardous Materials Managers (ACHMM), now AHMP**

2007 – 2009                      Chair, National Conference Committee

2006                                  Past-President, Board of Directors

2005                                  President, Chairman of Board of Directors

2004                                  Vice-President, Board of Directors

2002, 2003                      Director, Board of Directors

**Dallas-Fort Worth Chapter of ACHMM (AHMP)**

2011 – Present                      Treasurer

2010                                  Past President, Chapter

2009                                  President, Chapter

2008                                  Vice President, Chapter

**Local Emergency Planning Committee (LEPC), Tulsa, OK**

Chairman and Committee Member

**State Emergency Planning Committee (SERC), Oklahoma**

Industry Representative

SERC Ad-Hoc Committee, Charter Chairman

**North Texas Corporate Recycling Alliance (NTCRA) - Board Member**

**Women in the Environment** – Treasurer, Board Director

**AWARDS AND RECOGNITION**

Nexeo Solutions: District Manager of the Year; President's Award; Hunter of the Year

ACHMM: Pete Cook Founder's Award

Ashland, Inc.: President's CAER Award

Ashland Chemical Company: Platinum Star Award, Stellar Leadership Recognition, Turn Around District of the Year Award

Ashland Distribution Company: District Manager of the Year, Regional Business Manager of the Year, EH&S Challenge Award

Oklahoma Governor's Council for Environmental Quality: Recognition of Outstanding Contributions

Mayor of Tulsa, Tulsa Commission on Status of Women: Pinnacle Award Winner

USEPA Region 6: Environmental Excellence Award (first year and subsequent years)

ABWA (Okla-Homa Chapter): Woman of the Year Award

**AFFILIATED PROFESSIONAL MEMBERSHIPS**

Society of Texas Environmental Professionals (STEP)