

Subject: Online Form Submittal: Board and Commission Application
Date: Friday, December 3, 2021 4:01:38 PM

Board and Commission Application

Step 1

Application for Appointment to Whatcom County Boards and Commissions

Public Statement

THIS IS A PUBLIC DOCUMENT: As a candidate for a public board or commission, the information provided will be available to the County Council, County Executive, and the public. All board and commission members are expected to be fair, impartial, and respectful of the public, County staff, and each other. Failure to abide by these expectations may result in revocation of appointment and removal from the appointive position.

Title	Mr.
First Name	Michael
Last Name	McQuarrie
Today's Date	12/3/2021
Street Address	2230 Cornerstone Lane, Unit 517
City	Bellingham
Zip	WA
Do you live in & are you registered to vote in Whatcom County?	Yes
Do you have a different mailing address?	<i>Field not completed.</i>
Primary Telephone	360-913-4781
Secondary Telephone	<i>Field not completed.</i>
Email Address	mccquarrie.mike@yahoo.com

Step 2

1. Name of Board or Solid Waste Advisory Committee

Committee

Solid Waste Advisory
Committee (SWAC)
Position:

Waste Collection Industry representative

2. Do you meet the
residency,
employment, and/or
affiliation requirements
of the position for
which you're applying?

Yes

3. Which Council
district do you live in?

District 2

4. Are you a US
citizen?

Yes

5. Are you registered to
vote in Whatcom
County?

Yes

6. Have you declared
candidacy (as defined
by RCW 42.17A.055)
for a paid elected office
in any jurisdiction
within the county?

No

7. Have you ever been
a member of this
Board/Commission?

No

8. Do you or your
spouse have a financial
interest in or are you
an employee or officer
of any business or
agency that does
business with
Whatcom County?

No

You may attach a
resume or detailed
summary of
experience,
qualifications, &
interest in response to

Attached

the following questions

9. Please describe your occupation (or former occupation if retired), qualifications, professional and/or community activities, and education

Outside Sales Representative for Waste Management. Have been in the hazardous waste and solid waste industry for over 20 years.

10. Please describe why you're interested in serving on this board or commission

I have a level of expertise on how the industry works, including collection, movement, disposal and pricing of waste and it associated activities. I could be of help to Council members

References (please include daytime telephone number):

Field not completed.

Signature of applicant:

Michael McQuarrie

Place Signed / Submitted

Bellingham, WA

(Section Break)

Email not displaying correctly? [View it in your browser.](#)

Michael B. McQuarrie
2230 Cornerstone Lane, Unit 517, Bellingham, WA 98226
Mcquarrie.mike@yahoo.com ~ c~360-913-4781

Dynamic Sales and Operations Manager

Margin Enhancement ~ Market Expansion ~ Relationship Management

Results driven sales and operations professional, with over a 20 year record of achievement in revenue growth and company profitability. Solid track record of securing clients while providing visionary sales leadership among representatives in a highly competitive market. Thorough knowledge of profit and loss functions within a regional territory ensuring strong company gains. Exceptional leadership abilities to recruit build and retain top performing sales teams.

Key Strengths and Competencies:

- Territory growth management
 - Budget administration, P&L management
 - Assimilation of acquired companies
 - Multi-million dollar negotiations
 - Team leadership, coaching and development of staff
-

Professional Experience

Waste Management, Northwest

Industrial Account Manager

(2010-Present)

- Effectively manage prospects by developing sound marketing plans and maintaining key information in the prospect database.
- Meet or exceed sales call activity goals for new sales.
- Using in-depth industry and company knowledge, prepare complex proposals and make recommendations on equipment optimization and leasing options.
- Propose customer solutions that are compliant with appropriate local, state and federal regulations.
- Circle of Excellence winner for outstanding sales performance – 2011, 2012

Clean Harbors Environmental Services, Inc.-Norwell, MA
Technical Services General Manager, Pacific Northwest
(2005-2010)

- Serve as General Manager of \$18 million dollar (revenue) region of international hazardous waste Management Company covering Alaska, Washington and Oregon.
- Control of \$16 million dollar operating budget
- Full responsibility for bottom-line factors including net income and expenses, overseeing 35 employees and 5 managers at 2 Northwest sites.
- Insure all employees are trained in federal and state environmental regulation as well as corporate policy and directives.
- Overall responsibility for customer satisfaction in region.

- Insured smooth interaction between complex internal systems.
- Direct input in market pricing and strategic long range planning.

Insured adherence to budgets and implemented cost control measures
Teris, LLC, Dallas, TX

Regional Business Manager, Western US

(2004-2005)

Area Manager, Northern CA and Northwest

(2000-2004)

- Manage 5 Technical Sales Representatives and 2 Distributor Managers for Western US
- Responsible for 25 million in annual sales
- Heavy interaction with biotechnology companies (Amgen, Chiron, Berlex)
- Maintain and grow 3 million dollar territory consisting of key contracts with State of Washington, major universities, aviation industry and biotech companies,
- Manage hazardous waste projects of customers including identifying waste, negotiating price of service and coordinating treatment. Heavy emphasis on chemistry
- Awarded national “Rookie of the Year” for 2000 for outstanding sales performance
- Member of advisory committee for national customer service program
- National account manager for Boeing

System One Technologies Incorporated, Miami, FL

Area Sales Manager, Seattle, WA

(1998-2000)

- Pioneering new environmental technology product to automotive, industrial, marine, and public sectors
- Maintaining detailed records of contacts and inventory
- Negotiating price and delivery schedules of sold units
- Maintain customer relationships

Education and Credentials

Bachelors of Arts~ Western Washington University, Bellingham, Washington

Professional Awards and Development

- Waste Management Circle of Excellence winner for outstanding sales performance 2011, 2012
- Trained in DOT, RCRA, WAC – 2002
- Certified Hazardous Materials Manager – 2003
- Teris - Rookie of the Year – 2000
- System One - Caribbean Cruise Winner for outstanding sales performance – 1999