

RICHARD BLAIS

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PROFESSIONAL PROFILE

Project Management Professional

Motivated, customer-focused professional with proven project and team leadership and financial management skills. PMP certification. Leader of multi-disciplined technical staffs. Seasoned P&L manager. Excellent quality management record. Communicate effectively at all organizational levels. Successful in large and small organizations.

Core Competencies

Project Management	Approval Processes	Customer Requirements
Engineering Management	Best Practices	Budgeting & Forecasting
Process Improvement	Quality Management	
Product Development	Team Leadership	

PROFESSIONAL AFFILIATIONS & REGISTRATIONS

PROJECT MANAGEMENT INSTITUTE (PMI)
Project Management Professional (PMP)
North Alabama Chapter Volunteer of the Year: 2007
North Alabama Chapter Board Member: 2007

Professional Geologist - Arkansas, Tennessee

KEY ACCOMPLISHMENTS

NEW PRODUCT DEVELOPMENT/IT

- Managed successful rollout and growth of sewer flow monitoring SaaS currently deployed in 75+ cities.
- Directed new product hardware and software development project that generated largest initial sales in company history.
- Led hardware and software engineering teams through multiple successful quality management system audits and product regulatory certifications.

ENVIRONMENTAL/ENGINEERING CONSULTING

- Restored failing engineering branch to stable profitability; significantly improved quality within first year.
- Grew single environmental project into company-wide environmental due diligence program supporting Fortune 500 merger and acquisition team.
- Led successful effort to certify startup environmental consulting business as State UST Trust Fund Contractor.

WORK EXPERIENCE - NEW PRODUCT DEVELOPMENT

ADS, LLC - Huntsville, AL

2007-July 2011

RESEARCH AND DEVELOPMENT DIRECTOR

Directed hardware and software development teams in Doppler sewer flow monitoring technology development projects.

- Working with Sales and Operations, developed new product concepts, requirements, plans, and schedules.
- Led technical teams in product development execution under ISO 9001 quality management system.

- Managed contract manufacturer test system support and new product regulatory certification (IS/ATEX/IECEX/CE).
- Developed and managed department budgets and personnel.

WORK EXPERIENCE - IT

ADS, LLC - Huntsville, AL

2002-July 2011

HOSTED SYSTEMS PROGRAM/PROJECT MANAGER

Managed IntelliServe™ SaaS implementations, support teams, hosting center and IT staff.

- Developed new customer implementation project plans, schedules, milestones, and acceptance criteria.
- Drove implementations to successful completion.
- Developed best practices for SaaS configuration and change management.
- Developed and managed department budgets and personnel.
- Served as customer contact; scheduled and ran deployment kickoff and status meetings, provided updates, performed product training, served as post-deployment customer resource.
- Supported Sales and Operations as product subject matter expert at customer presentations and trade shows.
- Developed technical proposals for infrastructure upgrades.
- Managed upgrades of enterprise-level business systems – WAN, accounting system, ERP, global wireless services.

WORK EXPERIENCE - ENVIRONMENTAL & GEOTECHNICAL ENGINEERING

OMI, Inc. - Huntsville, AL

2000-2002

ENVIRONMENTAL DEPARTMENT MANAGER

Oversaw technical and financial management and business development for startup consulting business providing environmental consulting services for commercial and industrial customers.

- Developed and managed department budgets.
- Performed environmental due diligence assessments and geotechnical investigations -- planning, scheduling, budgeting, technical analysis, deliverable preparation, and presentation.

ATC Associates, Inc. - Birmingham, AL

1993-1998; 1986-1988

BRANCH MANAGER/SENIOR GEOLOGIST/PROJECT GEOLOGIST

Oversaw technical, financial, business development, and personnel management for consulting branch office providing geotechnical engineering, environmental consulting, and construction materials testing services for commercial and industrial customers.

- Developed and managed branch budgets and personnel.
- Performed senior technical environmental project reviews -- CERCLA, RCRA, CWA.
- Performed and managed geotechnical engineering and environmental due diligence assessments for select customers.

Law Engineering, Inc. Birmingham, AL

1988-1993

ENVIRONMENTAL DEPARTMENT MANAGER/PRINCIPAL GEOLOGIST

Performed technical, financial, business development, and personnel management of Environmental Services Department, providing environmental and regulatory compliance services to commercial and industrial customers.

- Developed company-wide environmental due diligence program supporting Fortune 500 company merger and acquisitions team.
- Developed and managed department budgets and personnel.
- Performed senior technical review of environmental projects -- CERCLA, RCRA, CWA.
- Performed environmental assessments of commercial and industrial properties.

Bhate Engineering - Birmingham, AL 1982-1986
STAFF GEOLOGIST

Performed geotechnical engineering investigations and construction materials inspection services.

State of Alabama 1980-1982
LAND RECLAMATION SPECIALIST

Field-inventoried abandoned coal mines; performed preliminary environmental assessments; identified reclamation alternatives.

OTHER PROFESSIONAL WORK EXPERIENCE

ADS Corporation - Huntsville, AL 1998-2000
REGIONAL OPERATIONS DIRECTOR

Directed daily operations of sewer flow monitoring services regional operation.

- Developed and managed regional budgets.
- Directed regional resources to attain target profitability and customer commitments.

EDUCATION

Auburn University - Auburn AL 1980
BACHELOR OF SCIENCE - GEOLOGY

KEYWORDS

Approval processes; best practices; customer requirements; data review; effective leader; engineering management; web products; federal, state, and local regulations; information technology; P&L; PMO; PMP; process flows; process improvement; product development; profitability; program management; project execution; project management; quality management; regulatory compliance; relationship management; triple constraints