

Ron McCulloch, MS, MBA

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Summary

Accomplished project professional and team leader with a track record of increasing financial and operational effectiveness by applying sound business principles and a diverse industrial background. Experience base spans commercial laboratory, state government and commercial/industrial consulting. Core competencies include financial project management and reporting, budget management, program direction, strategic planning, and process improvement.

Professional Experience

Project Manager

URS Corporation, Morrisville, NC

2000 to present

Executed compliance and engineering emission testing projects for multiple industrial clients. Key roles include business development, project & program management, team leadership and staff capability development. Clients include gas and electric utilities; pharmaceutical, chemical, cement and forest product manufacturers. As a member of the management team, led employee training programs, conducted performance reviews and facilitated conflict resolution.

Profit Center Performance:

- In-sourced strategic supply chain elements and expanded lab capabilities, converting up to 25% of key projects' revenue from pass-through subcontracts to billable labor.
- Managed program budgets, contributing to sustained departmental profit margins exceeding 15%.
- Maintained project finances to assure 100% Sarbanes-Oxley audit compliance.

Business Development:

- Productively managed and promoted service and product offerings, adding \$8 million customer lifetime value to a 50-person department.
- Successfully marketed proposals using effective pricing strategies and matching services and products to customers' priorities.

Process Improvement:

- Promoted corporate ISO 14001 QA policies and procedures by mentoring staff in process improvement and operational effectiveness.
- Developed automated software tools to advance process efficiency and accuracy of deliverables.

QA Auditor and Lead Scientist

North Carolina Department of Environment & Natural Resources, Raleigh, NC

1994 - 2000

Issued regulatory reports and conducted research studies supporting environmental and agricultural policy making.

Quality Assurance and Training:

- Managed QA audits of regional and local agency environmental programs, and industrial self-monitoring programs.
- Organized seminars and training for quality assurance, laboratory procedures and field operations.

Leadership and Communication:

- Facilitated interdisciplinary studies as central point of contact and coordinator between agencies.
- Served on interagency steering committees for technical and policy conferences.
- Delivered briefings to community groups, department heads, regulatory commissions and legislative committees.
- Presented findings of agriculture/environment studies at conferences in the U.S. and Europe.

Technical Accomplishments:

- Published studies and articles in peer-reviewed journals and trade magazines.
- Developed multi-factor statistical models for statewide emission inventories from animal agriculture.

Professional Experience, Continued

Staff Chemist

Compuchem Laboratories, Research Triangle Park, NC 1991- 1994

Analyzed samples for regulated pollutants, trained technicians and maintained quality assurance metrics.

Education

Master of Business Administration, Colorado State University 2007 - 2009

M.S., Atmospheric Science, North Carolina State University 1997 - 1999

B.S., Chemistry, University of Central Florida 1987 - 1991

Continuing Training

Client Service Leadership 2009

RCRA Hazardous Waste Training for Managers 2007

URS Project Quality Assurance Training 2006

URS Associate Project Manager Certification 2005

Sarbanes-Oxley Compliance 2005

Win-Win Negotiations 2005

Internal Environmental Auditing 2004

OSHA 40-Hour Health and Safety Training 2000

Effective Leadership - NC Public Management Training Series 1999

Total Quality Management 1993

Professional Membership

ASTM International

Institute for Professional Environmental Practice

Air and Waste Management Association

Source Evaluation Society