**Gail A. Carr**

400 Wakeman St, Fenton, MI 48430

Phone: 734-276-7655 Email: gail.carr@testamericainc.com

**Qualifications Summary**

I have been in the analytical industry since 1985 and my competency includes management of clients, including quotations and sales. I also have extensive technical experience including laboratory, QA/QC, and service center management responsibilities.

**Professional Experience**

Account Executive – TestAmerica — 2000 to present

My responsibilities include capturing work from emerging markets in Michigan, and overseeing our automotive client programs for TestAmerica making sure we are compliant with their requirements. Previous experience includes Client Relations Manager from 2011 to 2018 where my responsibilities included preparing proposals for new business opportunities, working with local account executive on how to capture work from emerging markets in Michigan. I provided sales support for business development activities started in the field and took incoming cold calls and processed requests. Previous experience also includes start up, growth, and management of the TestAmerica Michigan Service Center in Ann Arbor, MI from 2000 to 2011. I’m knowledgeable about the Michigan Dept of Environmental Quality (MDEQ) regulations and I actively participate in Michigan Association of Environmental Professionals (MAEP) meetings and I am the secretary for the Michigan Environmental Laboratory Association (MELA).

Program Manager - Safety-Kleen (ENCOTEC) — 1995 to 2000

Managed four field technicians and five project managers into an industrial customer service team. This team was responsible for growth of new and current client base, quotation and proposal writing, client seminars, and servicing customers through regulatory updates, definition, development and implementation of client programs. Account manager for two large automotive companies, internal and external sales.

Project Manager - Earth Tech — 1994 to 1995

Serviced Ford Motor Company and other customers through regulatory updates, definition, development and implementation of client programs.

Laboratory Technician/QA/QC/Account Executive - NET — 1985 to 1994

Worked in laboratory, quality control group and performed sales duties.

**Education**

BA, Biology – 1982 Lake Erie College