



SPECIALTY EARTH SCIENCES, LLC
New Albany, Indiana

WALTER F. "BUDDY" KEY, III
Business Development Director

EDUCATION

Georgia Institute of Technology: Atlanta, GA
University of Louisville: Louisville, KY
Bellarmine College: Louisville, KY

AREAS OF EXPERIENCE

- Years of Experience – 2.0
- Years with Triumph Building Products, Inc. – 8.0
- Years with Alcoa – 11.0
- Years with General Electric Company– 3.0

Mr. Key is currently serving as the Business Development Director at Specialty Earth Sciences, LLC in New Albany, Indiana on a variety of sales, marketing, administrative, and customer relations areas.

Mr. Key's past work experience includes:

Triumph Building Products, Inc. - Owned and operated the largest Alcoa sales and distribution center in the Central U.S.A.; responsible for a 30 person staff, multi-million dollar inventory of building products, and day to day business operations; designed and developed sales representative training program, adopted and presently used by the Alcoa company; nominated and appointed to the National Distributor Council, responsible for building product evaluations prior to commercial release.

Alcoa, Inc. - Division Sales Manager for the southeast region; one of twelve recipients, throughout Alcoa's history, of the Presidents Club Award for distinguished services.

General Electric Company. – Member of the AMP (Advanced Management Program); responsibilities included production schedules, quality control, offshore procurement, vendor contracts, and employee relations; instrumental in the development of a recycling protocol, related to GE's anodizing system, which greatly reduced spent metal waste and associated disposal costs.

ENVIRONMENTAL BUSINESS EXPERIENCE

Sales/ Marketing

- Primary client relation liaison and project development coordinator; assisting environmental and engineering consultant clientele.
- Active member and attendee of environmental business related organizations including: Indiana Chamber of Commerce, Indiana Small Business Development, Minority Women Business Enterprises – Indiana Division (MWBE), Society for American Military Engineers (SAME), and many more.
- Responsible for promoting and maintaining active role in local community; focusing on assisting small businesses with philanthropic events and non-profit activities.

Administrative

- Designed and developed strategic consulting marketing models and current company operating infrastructure; combining aggressive environmental service lines with stable growth.
- Senior financial controller of payroll, accounts receivable, accounts payable, inventory, invoicing, and collection efforts.
- Development of inter-company financial goals and fiscal targets; providing for quality services at competitive costs.