

Kelby Mann

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EDUCATION

Texas A&M University, Mays Business School
Master of Business Administration

College Station, TX
December 2024

University of Hawai'i at Mānoa
Bachelor of Arts in Political Science

Honolulu, HI
December 2008

EXPERIENCE

EFI Global, Inc.

Plano, Texas

Project Manager, Environmental

February 2023 – July 2023

- Investigated damages and losses on multimillion-dollar properties and policies caused by environmental hazards for insurance adjusters utilizing industry leading analysis and sampling methodology
- Achieved success by providing planning, oversight, and reports on structures and projects by successfully delivering regulation compliant services at or under budget and at or ahead of schedule 90% of the time
- Provided professional services for developing and streamlining education and training for leaders on varying complex projects, including multibillion-dollar disaster relief projects for our global operations response team

Mann Business Development, LLC

Cleburne, Texas

Founder/Managing Director

April 2022 – Present

- Provided business development professional services specializing in strategic planning, marketing, sales, management development, and new sector development for multimillion dollar clients
- Created business division for client that achieved immediate 127% profit with projections to continue revenue increases indefinitely
- Supported client in successful negotiations of new client acquisitions leading to 238% profit increase in industrial agriculture, agricultural commodities, logistics, trucking, and distribution sectors

Network Environmental Solutions, Inc.

Folsom, California

Environmental Unit Leader/Region Supervisor

February 2019 – April 2022

- Managed a team of 10 people excelling in new hire training and managed field operations equipment worth over \$250,000 in remote hazardous regions of California for the FEMA wildfire debris remediation operation
- Maintained compliance with OSHA, Cal-OSHA (DOSH), and EPA mandated policies and regulations for Asbestos and other environmental hazard sampling support to the multibillion-dollar remediation projects
- Implemented safety training for the client's 50 environmental operations personnel after demonstrating superior safety knowledge and preventing poor training from continuing, leading to proper PPE purchases

American River

Lotus, California

Professional Whitewater Rafting Guide

May 2010 – June 2021

- Utilized leadership, communication, and education competencies to safely navigate over 7500 clients through outdoor adventures by strategically planning based on data analysis, risk mitigation, and variable recognition
- Proficient in critical thinking, creative problem solving, crisis management, conflict resolution, quick decision making, hard work, teamwork, public speaking, and wilderness emergency medical treatment
- Relied on performance analysis for team development, staff management of up to 20 guides, rafting safety code and regulatory advisement and adherence, logistic coordination, and food and beverage provisioning

SKILLS, ACTIVITIES & INTERESTS

Involvement, Certifications, & Training: Senator, Graduate and Professional Student Government at Texas A&M; Talent Development Manager, Aggies in Business Consulting; Budget and Finance Chair, Associated Students of the University of Hawai'i at Mānoa, Wilderness First Responder, and BLS/CPR

Interests: Whitewater rafting, golf, sports, outdoor recreation, Kappa Sigma Fraternity, education, child advocacy