

# Kelby Mann

(530) 457-5247 | Kelby.Mann@gmail.com | <https://www.linkedin.com/in/kelbymann>

## EDUCATION

---

**Texas A&M University, Mays Business School**  
*Master of Business Administration, GPA 3.7*

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 – July 2023

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

### **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
- 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
- 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

### **American River**

Lotus, California

*Professional Whitewater Rafting Guide*

May 2010 – June 2021

- Utilized leadership, communication, and education competencies to safely lead over 10,000 clients during outdoor adventures by using data analysis, risk mitigation, and variable recognition
- Relied on performance analysis for team development, staff management of up to 20 guides, rafting safety regulatory advisement and adherence, logistic and cargo coordination, and food and beverage provisioning
- Proficient in critical thinking, strategic planning, creative problem-solving, crisis management, conflict resolution, quick decision-making, hard work, teamwork, customer strategies, public speaking, and wilderness emergency medical treatment

## SKILLS, ACTIVITIES & INTERESTS

---

**Involvement, Certifications, & Training:** Senator, Graduate and Professional Student Government at Texas A&M; Talent Development Manager, Aggies in Business Consulting; MBAA member; Finance Club; Aggie Women in Business- Ally member; Pride Club- Ally member; 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