

Augustus Mergenthaler

Principal Engineer/ Operations Manager

West Chester, PA - Email me on Indeed: [indeed.com/r/Augustus-Mergenthaler/f0f0d9d71e5229c2](https://www.indeed.com/r/Augustus-Mergenthaler/f0f0d9d71e5229c2)

WORK EXPERIENCE

Principal Engineer/ Operations Manager

URS - 2012 to 2013

Member of the leadership team of Newark Business Unit of URS Corporation, a multinational Fortune 500 Engineering and Construction company with annual revenues of \$10.97 billion. Responsibilities included a client service management for the largest industrial client, operations manager for Industrial group (more than 50 professional personnel, engineers, geologist, environmental scientists and technician, executing over 200 projects implementing remedial and EHS compliance programs with revenues in excess of \$15,00,000), and QAQC on projects.

- Initiated and led initiatives to enhance the client perception of the company to maintain and enhance the URS client business relationship. Largest industrial client relationship (>\$15,000,000 annual sales) was enhanced.
- Provided strategic consultation and technical reviews to multiple project teams on regulatory and technical matters enhancing client perception of teams and company. Projects included Remedial and environmental compliance programs primarily in the chemical sector.
- Evaluated client remedial program and presented alternative business solution providing a year over year cost savings that would grow as the portfolio matures.

Senior Consultant/ Regional Manager

Antea Group - 2010 to 2012

Regional Manager in domestic management team of Antea Group, an international environmental services company of more than 3000 personnel worldwide. Responsibilities included management of operations, leading strategic business transformation and project and client service management in Chemical, Pharmaceutical, Oil & Gas and General Manufacturing industries.

- Successfully managed a group of three offices in the Mid-Atlantic Region through a significant strategic business change in the client base (i.e. moving from one client sector to multiple diverse client sectors) to alleviate the operational issues associated with a narrow client base. Group went from one client sector to four sectors with overall revenue growth exceeding than 10 percent year over year.
- Expanded geographic presence in the Mid-Atlantic Region by establishing the first office in Pennsylvania. Team attained first Pennsylvania based clients.
- Improved cohesiveness of the operation in the Mid-Atlantic region through effective communications plan execution maximizing profit and project quality. Both profit and quality improvements were achieved.
- Provided business development leadership to multiple sellers/doers in the region. Teams worked more closely together to diversify the client base.

- Provided cost effective solutions to Remedial Program implementation through performance based contracting as well as other contract vehicles and client compliance programs.

Vice President, Construction and Environmental Services

ARCADIS - 2008 to 2010

Vice President in the Construction and Environmental Service Division of ARCADIS, an international company providing

consultancy, design, engineering and management services in the fields of infrastructure, water, environment and buildings. Responsibilities included practicing member of the D4 (Decommissioning, Decontamination, Deactivation and

Demolition) business line that focused on managing client's underperforming assets, client management, and personnel and project management.

- Lead and worked with multiple Fortune 500 client teams including US Multinational client like GE, Honeywell and UTC to develop, win and execute D4 and site remediation projects.
- Awarded and/or executed more than \$4,000,000 in project revenue. Projects included completion of facility decommissioning and remediation project in accordance with multiple EHS regulatory programs (OSHA, RCRA, Air, etc.) and Corporate EHS policies for multiple companies.
- Recruited talent to fulfill strategic objectives in the diversification of services to industrial clients including UTC, GE and Honeywell.

Vice President/ Industrial Business Unit Manager/Principal Engineer

MWH - 1996 to 2008

Business Unit Leader in the Industrial Division of MWH, an international engineering and construction firm.

Responsibilities included operations including multiple P&L's for different operations with the Northeast US, business

development, client management and project management.

- Grew a business unit from an office of eight personnel to multiple offices with more than 50 personnel, up to ten people direct and 45 indirect reports.
- Lead business development overseeing multiple client services managers while executing the role myself.
- Lead or participated in cross selling projects across multiple operations including Municipal, Construction, Industrial, Energy, International and Federal Government.
- Increased industrial revenue from \$700,000 to \$11,000,000 and total business unit revenue has grown to \$18,000,000.
- Partnered with several smaller firms to meet client needs and build and maintain client relationships.
- Provided innovative solutions to projects that involved permitting, site investigations, regulatory interpretations, technology evaluation, property transactions/due diligence, infrastructure improvement, design and implementation of hazardous waste management projects both domestically and internationally. Manage one of the largest and most profitable industrial multi-year projects for the company.

Project Director

Roy F. Weston, Inc - 1995 to 1996

Project Director with Weston Solutions (formerly Roy F. Weston, Inc.), a global environmental services company

headquartered in West Chester, PA delivering integrated environmental, sustainability, property redevelopment, energy, and construction solutions.. Responsibilities included business development and management of a variety of projects

involving the permitting, site investigations, regulatory interpretations, technology evaluation, design and implementation of primarily hazardous waste management projects.

- Developed and managed projects ranging from \$15,000 to \$3,000,000.
- Performed project management duties on select projects for key clients in the chemical, pharmaceutical, Oil & Gas (refining and pipelines) and general manufacturing sectors.
- Managed multidisciplinary teams with up to 30 people in as many as 12 offices on a project basis.

Technical Operations Director/Vice President Operations

ENSCI - 1992 to 1995

Technical Operations Director and later Vice President of Operations of the Construction Division of ENSCI Corporation, a regional environmental services company located in High Point, North Carolina focused on delivering environmental construction projects. Responsibilities included operations management, P&L, business development and technical project execution.

- Developed and implemented the technical and business standard operating procedures for the company including technical and project management procedures.
- Grew the business increasing the Division revenue from \$3,000,000 to \$8,000,000.
- Hired and managed up to 35 personnel to execute a remedial construction, emergency response to Hazmat spills and site restoration projects.
- Provided technical oversight on all projects.

Sr. Project Manager

Roy F. Weston, Inc - 1987 to 1992

Project Engineer and later Project and Sr. Project Manager with Weston Solutions (formerly Roy F. Weston, Inc.), a global environmental services company headquartered in West Chester, PA delivering integrated environmental, sustainability, property redevelopment, energy, and construction solutions. Responsibilities included operations management managing up to 6 environmental engineering professionals and execution and management of a variety of projects involving the permitting, site investigations, regulatory interpretations, technology evaluation, design and implementation of hazardous waste management and compliance projects to Pharmaceutical, Chemical, Oil & Gas.

- Lead, developed and managed diverse projects ranging with revenue up to \$2,500,000.
- Performed project management duties on select projects for key clients in the chemical, pharmaceutical, Oil & Gas (refining and pipelines) and general manufacturing sectors as well as multinational conglomerates.
- Managed multidisciplinary teams with up to 20 people in as many as 10 offices on a project basis.

Remedial Response Team Leader/RCRA Permitting Team Leader

State of Delaware - 1983 to 1987

Environmental Engineer, later RCRA Permitting Team Leader and later Remedial Response Team Leader by the State of Delaware, Department of Natural Resources and Environmental Control, the state regulatory agency authorized to implement and enforce environmental laws and regulations in Delaware. Responsibilities included developing/reviewing/analyzing regulations; reviewing/approving RCRA Part and industrial and municipal solid waste

landfill permit applications; participating on the State of Delaware Emergency Response directing spill responses and leading the Remedial Response Team.

- Reviewed and issued the first land based RCRA Part B Permit in the State of Delaware and EPA Region 3.
- Reviewed and issued all land based Solid and Hazardous Waste Permits for the State of Delaware during my tenure.
- Performed facility regulatory inspections and participated in assessment of compliance with environmental programs.
- Established the Department's Remedial Response Team hiring and managing up to 6 personnel.
- Lead responses to multiple major environmental incidents requiring incident command/leadership, multi-agency coordination, and decisive actions to protect human health and the environment.

EDUCATION

BS Civil Engineering in Civil/Environmental

State of Delaware - Newark, DE

1975 to 1979