

Colclasure, James

From: Krivit, Dan <Dan.Krivit@Foth.com>
Sent: Friday, August 29, 2014 4:52 PM
To: Gates, Jim
Cc: Keel, Karl; Shuros, Warren A; Klennert, Jennefer L
Subject: Foth welcomes Jennefer Klennert to our team!
Attachments: Klennert, Jennefer Resume.pdf

Jim and Karl:

Foth is pleased to announce Jennefer L. Klennert has joined our consulting staff team! Jennefer has 20 plus years of client - focused experience representing private waste companies to public clients. She is very experienced in the solid waste industry, very networked, and very client - focused. See her attached resume.

As you could see from our revised proposal submitted earlier today, we are proposing Jennefer as part of our Bloomington project team to assist the City with your organized collection planning efforts. Thanks again for the opportunity for Foth to propose to continue to serve the City of Bloomington!

Have a nice weekend!

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Technical Consultant

Education

M.S., Technical Communication,
Metropolitan State University, St.
Paul, MN

B.S., Natural Resources
Environmental Studies Program,
University of Minnesota, St. Paul,
MN

Memberships

Solid Waste Association of North
American (SWANA), Minnesota Land
of Lakes Chapter, Board Member
and Secretary

Mentor, University of Minnesota -
College of Food, Agriculture, and
Natural Resource Sciences

Jennefer L. Klennert

Introduction

Jennefer Klennert brings twenty plus years of experience at all levels of negotiations in the solid waste industry. She possesses strong strategic, marketing, and contract management skills and excels at building solid relationships in the solid waste industry. Ms. Klennert's experience includes proposal preparation, problem resolution, and a strong focus on partnerships, particularly in the public sector.

Relevant Experience

- ◆ **Municipal Marketing and Government Affairs, Advanced Disposal, MN and WI.** Built and maintained relationships with cities, counties, and other public sector decision-makers. Ensured they had the information and tools necessary to allow Advanced Disposal to provide refuse, recycling, yard waste, and organics services to their residents. Focused efforts were on providing innovative solutions to meet long-term goals of both the company and the customer. Specialized in successful negotiations without risk of bids or Request for Proposals. Provided assistance to operational partners in external partner management including marketing/public relations needs, cart and container partners, and solutions to handling problem materials. Managed the start-up of the residential organics collection service in St. Louis Park.
- ◆ **Midwest Regional Manager, Waste Technology Division, Schaefer Systems International.** Managed a territory covering eight states in the Midwest, establishing and maintaining relationships with distributors while selling carts directly to cities, counties and private haulers. Leveraged existing networking relationships and cold calling skills, re-established the Schaefer name in the Midwest. Increased sales 207 percent year over year.
- ◆ **Market Manager, Rotonics Manufacturing Inc.** Responsible for set up and growth of refuse cart product line. Enacted strategic selling for this line of business with the end user in mind. Managed a thirty nine state territory with \$850,000 in annual sales revenue. Created new, non-traditional markets, while managing existing customers and distributorships. Developed new marketing and education pieces for customers.
- ◆ **Major Account Manager, Waste Management of Minnesota, Wisconsin and the Dakotas.** Managed major account book of business, consisting of \$15 million in annual revenue. Focused on long-term, customer-centric solutions developed through relationships built with public sector elected officials and city

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My career has focused on meeting the needs of my clients, primarily cities and counties, with their solid waste programs. I am very much looking forward to continuing to serve public sector clients with the Foth team.

administrators. Directly responsible for pro forma preparation, requests for proposals, and contract negotiations.

Prior to holding the position of Major Account Manager, served as Community and Municipal Relations Manager. Led an eight person team, marketing environmental services and solutions to public sector customers, with oversight for \$65 million in annual revenue. Oversight responsibility for pro forma preparation, request for proposals, and contract negotiations. Managed consolidation of two public sector groups into one team managing a territory spanning eight states.

Managed a team responsible for marketing residential services to homeowners through cart delivery programs, mailings, door to door sales and direct marketing to neighborhood associations. Provided oversight of residential container shop, with day to day inside responsibility for managing contracts in the Twin Cities area in coordination with an outside team of Municipal Marketing Managers.

- ◆ **Special Waste.** Solicited and assisted customers with disposal of special and industrial waste. Processed approvals and coordinated delivery of waste for treatment and/or disposal. Managed day to day paperwork for contaminated soils project from Chrysler plant reclamation.
- ◆ **Hazardous Waste.** Found new generators of spent-silver rich waste from x-ray systems including dentists and photography studios. Educated clients on the importance of proper disposal as well as licensing as needed. Conducted annual required inspection of Very Small Quantity Generators of Hazardous Waste. Prepared research documents on the effects of silver thiosulfate in the environment.