

DOUG BURCH

TERRITORY MANAGER
Waste Management



CREDENTIALS

Center for Agile Leadership®
Certified Agile Leader

ABOUT DOUG

Doug Burch started in the hazardous waste business as a field chemist in 2002. He joined Waste Management as a project manager in 2004. During his five years as a project manager, he was responsible for two local automotive plants which were two of the largest projects in the entire territory. In 2009, Doug was promoted to Operations Support Manager to support multiple manufacturing and industrial accounts at a higher and more strategic level. After only three years in that position, Doug was then promoted to Territory Manager in late 2012 and tasked with managing a team of 14 waste professionals in Ohio, Michigan, Illinois, and Texas. His team managed waste transportation and disposal from a large chemical company with facilities across the country.

DETAILS

FAMILY



ASHLEY



ALEX



DUGGER

Doug transferred to his current role in 2013 and now manages a team of 12 customer service, finance, and profitability professionals responsible for managing WM's integrated healthcare accounts across the country. In the 2.5 years he's been in this role, his team has taken what was once a business model operating at a significant loss in 2012 and 2013 to show substantial profits in 2014, 2015, and YTD 2016 while managing the same annual revenue (\$24MM - \$25MM).

HOBBIES



SOFTBALL



COACHING

WHAT OTHERS HAVE TO SAY

Doug manages the most challenging territory in my organization, and is undoubtedly one of the most dedicated, results-driven, and conscientious members of my staff."
- Rikki Schwartz

HOMETOWN

Tennessee

— THE VOLUNTEER STATE —

CLARKSVILLE, TN

PERSONAL SLOGAN: "DON'T WAIT UNTIL TOMORROW TO DO WHAT CAN BE DONE TODAY."