

## Randy Smith Joins KCI as Senior Client Services Manager in Tampa



KCI Technologies Inc., a multi-disciplined engineering firm with offices throughout the eastern and central U.S., welcomes Randy Smith as Senior Client Services Manager in the Tampa, Fla., office. In this role, he will guide efforts to robustly expand the firm's environmental discipline, strongly diversify our private client base, and drive the continued financial performance and growth of the company.

Smith brings to the firm more than a decade of business development experience including work with local and national client markets, as well as expansion of new and existing clients. His initial focus will be on transitioning and growing his clients and relationships in Florida and throughout the Southeast and Southern U.S. Ultimately, he will develop into a cross-discipline corporate resource, collaborating with regional operations and management to identify and pursue national opportunities and assist in opening new markets.

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**"Randy is well known in the commercial, retail and energy market segments in Florida and the Southeast, and is a trusted advisor and partner to many owners, developers, architecture/engineering/construction firms, banks and law firms. Having had the pleasure of working with Randy for a couple of years now, I'm confident he will be successful in his new role and a strong asset to KCI."**

*Christopher Poole, CPG, PG Practice Leader*

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Smith received a bachelor's degree in geology from Michigan Technological University in 1987, and a graduate certificate in Hazardous Waste Management from Wayne State University in 1997. He is a member of the International Council of Shopping Centers, Urban Land Institute, Real Estate Investment Council, Tampa Bay Association of Environmental Professionals, Turnaround Management Association, and the Association for Corporate Growth.



### KCI Technologies

With sales of \$146 million in 2012, KCI Technologies Inc. is ranked 81 on the *Engineering News-Record's* current list of the top 500 engineering firms in the country. Roughly 1,000 KCI employee owners support clients from more than 20 offices throughout the eastern and central U.S. KCI offers environmental, transportation, telecommunications, construction, facilities and land development services to government, institutional and private-sector clients. For more information, visit [www.kci.com](http://www.kci.com).

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