

MATT LANDRY

Director of Business Development

PROFESSIONAL BIO



PROFESSIONAL OVERVIEW

As Director of Business Development for United Safety Professionals, Matt Landry supports organizational growth, strategic partnerships, and market development across the firm's safety consulting, training, and occupational health services. His background combines formal education in business with practical experience in construction, sales, and entrepreneurship, providing him with an understanding of both the commercial and operational considerations that influence client decision-making.

Matt's experience in business management and client development informs his approach to identifying client needs, developing service strategies, and cultivating productive long-term relationships. Prior to entering professional business development, he gained firsthand construction industry experience through his family business and established his own electronic installation and repair company. This combination of field and entrepreneurial experience provides a practical perspective on the challenges faced by contractors and other businesses when balancing operational requirements, workforce needs, and organizational priorities.

From a business development perspective, Matt focuses on developing new opportunities, strengthening existing client relationships, and connecting organizations with services appropriate to their safety, compliance, and operational needs. His approach emphasizes effective communication, careful assessment of client requirements, and relationship development, supporting United Safety Professionals' continued growth across the industries and markets it serves.

AREAS OF EXPERTISE

- Business development
- Strategic partnerships
- Client needs assessment
- Construction markets
- Relationship management
- Growth strategy

UNITED SAFETY

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PROFESSIONAL FOCUS

Matt Landry brings practical experience to organizations that need clear, reliable support across these core areas:

- Business development
- Strategic partnerships
- Client needs assessment
- Construction markets
- Relationship management
- Growth strategy

CERTIFICATIONS

- OSHA 30 Hour Construction Certification

EDUCATION

B.S. Business Administration - Westfield State University, Westfield, MA