

MATT SCHILLER

CSHO, OHST, COHC, ARM

Director of Business Development

Authorized OSHA Outreach Instructor

PROFESSIONAL BIO



PROFESSIONAL OVERVIEW

As Director of Business Development for United Safety Professionals, Matt leads organizational growth, strategic partnerships, and market development across the firm's safety consulting, training, and occupational health services. His multidisciplinary background in occupational safety, industrial hygiene, risk management, and business development allows him to align technical capabilities with client risk profiles, operational requirements, and broader organizational objectives.

Matt's expertise in enterprise risk management and business management informs his approach to evaluating organizational risk, developing risk-control strategies, and structuring professional services around client needs. He works at the intersection of technical compliance and business operations, translating complex safety, health, and regulatory requirements into practical scopes of work and risk-management solutions. His experience with public-sector procurement and contracting further supports United Safety Professionals' work with municipal, state, and federal organizations.

From a business development perspective, Matt identifies growth opportunities, develops strategic client and industry relationships, coordinates competitive proposals and procurement responses, and supports the expansion of service offerings. His combination of technical knowledge, commercial strategy, and risk-management expertise supports United Safety Professionals' continued growth while ensuring its services remain responsive to clients' operational and organizational priorities.

AREAS OF EXPERTISE

- Business development
- Enterprise risk management
- Industrial hygiene
- Public-sector procurement
- Strategic partnerships
- Safety consulting

UNITED SAFETY

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PROFESSIONAL FOCUS

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

- Business development
- Enterprise risk management
- Industrial hygiene
- Public-sector procurement
- Strategic partnerships
- Safety consulting

CERTIFICATIONS

- Certified Safety & Health Official (CSHO)
- Occupational Hygiene & Safety Technician (OHST)
- Certified Occupational Hearing Conservationist (COHC)
- Associate in Risk Management (ARM)
- Certified DOT Consortia/Third-Party Administrator
- National Safety Council First Aid/CPR/AED Instructor
- OSHA 10-Hour Construction
- OSHA# 501, 510, 511, 521, 2015, 2045, 2225, 2255, 2264, 3095, 7200, 7400, 7845

EDUCATION

International Baccalaureate (IB) Diploma
- Microbiology & Ecology, 2015