



DANNY WHITE

National Account Manager

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BIOGRAPHY

Daniel White serves as sought after bed bug treatment consultant and account manager for BedBug Central. White has specialized in the complex issues surrounding the execution of bed bug treatments in office structures and commercial facilities for the past six years. His expertise in the dynamic and challenging practice of bed bug treatments was garnered under the training of nationally regarded entomologists Richard Cooper and Jeffrey White.

A central component of White's daily activities is the creation of customized bed bug response plans for regional and national companies. White works with real estate firms, colleges, non-profits and other stakeholder groups in identifying their unique challenges and develops their customized response plan to include: the roles of key company personal, expectations for the pest vendor, in-house capabilities, risk management, documentation and the training materials required to ensure that the plan is sustainable.

Recognized as an emerging talent in pest management, White was recruited to speak at the BedBug University: North American Summit in 2010 on the ancillary services and industry tools available to pest management firms and property managers for effective bed bug treatments. White has also provided seminars for the Apartment and Office Buildings Association of Washington D.C, array of property management companies in throughout the country and the Virginia Pest Management Association.

In addition to White's consultations and speaking events, he also serves as an instructor for BedBug University's: Boot Camp where he educates visiting pest management firms from across the country and internationally on all the considerations that need to be taken into account in order to successfully treat for bed bugs along with differentiating your service vs. the competition.



EXPERIENCE

2009 – Present

National Account Representative • BedBug Central • Hamilton, NJ

Quality Assurance specialist extensively versed on both the treatment and sales processes associated with bed bugs in order to perform checks on technicians, sales representatives, and protocols.

Conducts training programs for staff members, pest control industry as well as other affected markets.

Educator for BedBug University's Boot Camp.

Consultant working in various industries (hospitality, office management, summer camps, etc.) on how to best manage and eliminate bed bug infestations.

Specializes in the business of bed bugs, bed bugs in residential and commercial settings.

2009 – 2018

Bed Bug Account Manager/ Commercial Sales Representative • Cooper Pest Solutions • Lawrenceville, NJ

Managed Cooper Pest Solutions' commercial bed bug portfolio (\$1-\$1.4 million in revenue).

Managed the bed bug residential leads for the portfolio over the course of four years.

Commercial Sales Representative for the Philadelphia metro area for three years.

EDUCATION

East Stroudsburg University, New Brunswick, NJ • 2002 - 2006

Bachelor of Science – Concentration: Athletic Training

PUBLIC SPEAKING

- **ABC Commercial Services.** Houston, TX. January 2019.
- **Univar Kent/Portland Branch.** Portland, OR. December 2018. Bed Bug Training.



- **Virginia Pest Management Association.** September 2018. Bed Bug Boot Camp
- **Berret Pest Control.** Texas. August 2018. Bed Bug Training.
- **Gafford Pest Control.** Lubbock, TX. August 2018. Bed Bug Training.
- **Wil-kil Pest Control.** Wisconsin. April 2018. Bed Bug Boot Camp.
- **ABC Commercial Services.** Austin, TX. April 2018. Bed Bug Boot Camp.
- **Witt Pest Management.** Pittsburgh, PA. March 2018. Bed Bug Training.
- **Jellystone Parks.** February 2018. The Business of Bed Bugs.
- **North Carolina Pest Management Association Winter Meeting.** Raleigh, NC. January, 2018. Bed Bug Boot Camp.
- **Pennsylvania Pest Management Association.** November 2017. The Business of Bed Bugs.
- **New England Pest Management Association.** October 2017. The Business of Bed Bugs.
- **ABC Home and Commercial Services – Dallas Branch.** Dallas, TX. October 2017. Bed Bug Boot Camp Training.
- **Washington State University's Extension Training.** Tacoma, WA. September, 2017. Bed Bug Boot Camp
- **Rottler Pest & Lawn Services.** St. Louis, MO. June 2017. Bed Bug Boot Camp Training.
- **Vegas Pest Management Association.** May 2017. Bed Bug Symposium.
- **Target Specialty Products.** Chicago, IL. May 2017. The Business of Bed Bugs.
- **New York Pest Management Association.** New York, NY. January 2016. The Business of Bed Bugs.
- **Pennsylvania Pest Management Association.** April 2016. The Business of Bed Bugs.
- **Target Specialty Products of Los Angeles.** Los Angeles, CA. April 2016.
- **Quebec Pest Management Conference.** Montreal, Canada. March 2016.
- **Univar.** Atlanta, GA. December 2015. The Business of Bed Bugs.