



# Carol Woodruff

SANDLER OCCUPATIONAL MEDICINE  
ASSOCIATES, INC.

## OVERVIEW

Carol Woodruff joins SOMA with over 20 years of Industrial Hygiene and Occupational Health experience. Carol has spent many years working extensively with federal, state and local government agencies, large manufacturers, and with the commercial and private sectors.

After completing her degree in Environmental Sciences, she started as a laboratory technician for American Medical Laboratories, Inc. (AML) working in the Toxicology Department analyzing samples for substances of abuse. Later, as a Senior Chemist in the industrial hygiene laboratory, she analyzed samples for pesticides, volatile organics, asbestos content and heavy and trace metals. She left AML to work as a Field Industrial Hygienist with a consulting firm. Her responsibilities included the site inspection of work procedures and worker safety at a variety of government and commercial work sites, and involvement in the collection of varied samples that were analyzed according to NIOSH, OSHA and EPA procedures.

After returning to AML to manage their asbestos laboratory, Carol was promoted to Regional Sales Manager in the Sales and Marketing Department to sell Industrial Hygiene and Occupational Health testing services. A promotion to National Sales Manager for Industrial Hygiene soon followed with primary responsibilities of new business development and maintaining the current customer base. Her career with AML, now Quest Diagnostics, generated 15 years of sales and marketing experience. The past three years prior to joining SOMA's team were spent with Analytics Corporation as a Sales Executive for industrial hygiene and environmental testing markets.

## EDUCATION

Bachelor of Science, Environmental Science, Old Dominion University, Norfolk, VA

## NOTED ACHIEVEMENTS

Ms. Woodruff has worked with consultants and government agencies post Sept. 11th on projects from Ground Zero, surrounding areas and the Pentagon. She has also assisted in the coordination of Anthrax testing performed at AML for both biological and non-biological samples. She has managed the Industrial Hygiene Laboratory and staff for a one year period during the sale and transition of the I.H. Division from Quest Diagnostics to Analytics Corporation. Ms. Woodruff developed Telemarketing Programs for sales and marketing campaigns. She was instrumental in obtaining a 25K donation to the Susan G. Komen Foundation. She has held the position of Secretary of the ASSE National Chapter 2007-2008 and is a member of the AIHA Occupational and Environmental Medicine Committee.

## CLIENTS

A few of the many clients for whom Ms. Woodruff has provided services to:

- AT&T
- Central Intelligence Agency
- Department of the Army
- Guidant Corporation
- Motorola, Inc.
- Smithsonian Institution
- Versar, Inc.
- Westinghouse Remediation Services, Inc.
- Science Applications International Corporation (SAIC)
- The Boeing Company
- The Cleveland Clinic Foundation
- George Washington University
- Lockheed Martin Corporation
- NASA Goddard Space Flight Center
- U.S. Postal Service
- Walt Disney World

## CONTACT

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