

AIR TESTING, FENCE-LINE MONITORING,
PASSIVE AIR SAMPLERS &
VAPOR INTRUSION

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BUSINESS DEVELOPMENT MANAGER



Environment Testing
Air Toxics



Q: What was the pivotal moment or unexpected turn that most shaped your 18-year career, from Environmental Geoscience student to Business Development Manager?



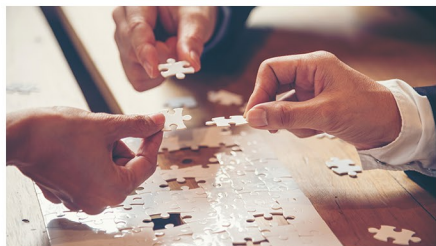
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A: One of the most pivotal moments in my career came when I transitioned from traditional environmental consulting to a specialized focus on air testing within a commercial lab. I realized I could apply my consulting experience to bridge the gap between laboratories, consultants, and regulators. In that intersection, I found my niche-focused on scope development and continuously improving best practices in air sampling.



Q: Did using passive air samplers in the field change your perspective on monitoring or environmental issues?

A: A few years ago, I supported a vapor intrusion project near a legacy industrial site using passive samplers in homes. What struck me was the reaction from the community. Residents saw these simple devices and felt that someone was paying attention. It reminded me that monitoring isn't just about compliance; it's about communication and building trust.



Q: What's the most important lesson learned about collaboration and partnerships in environmental initiatives?

A: The most successful partnerships come from listening first—understanding what matters to stakeholders, not just what the data says. I've learned that aligning technical accuracy with real-world concerns builds lasting trust and often leads to innovative solutions no one could reach alone.

Q: What's one piece of advice for someone starting in environmental science, regarding finding their niche and staying passionate?



A: Don't be afraid to evolve-your niche may not be what you expected. Follow the work that energizes you, stay curious, and remember that the most rewarding roles often sit at the crossroads of science, communication, and impact.

