

March 18, 2021

## **Growing a SOLID Company**

*SOLID Surface Care, Inc. Names  
Don Maroney Strategic Accounts Manager- Northwest*

### **What you need to know:**

- Don Maroney joins SOLID from C&W Services, a division of Cushman & Wakefield.
- Maroney joins SOLID to play a crucial role in continuing the extensive growth SOLID is experiencing as a leader in self-performing surface care innovations in the northwestern United States.
- SOLID offers EPA-approved deep cleaning, disinfection, antiviral treatments, and complete surface care options, allowing businesses nationwide to reoccupy and re-open their buildings with effective infection control protocols in place for a clean, healthy, and safe facility.

### **Why SOLID chose Don:**

Keeping the nation clean, healthy, and safe with surface care innovations requires the best talent to achieve higher service excellence levels. SOLID's leadership team recognizes this and has recruited exceptional sales leaders to take SOLID there.

"We are very excited to welcome Don to the SOLID team," said Scott Casey, Divisional Vice President West. "SOLID is experiencing rapid growth due to innovations in the surface care industry and our reputation for service excellence. Don brings just the right experience and a forward-thinking focus on customer relationship quality that will significantly influence our growth strategy."

We talked to Don about why he chose to join SOLID.

### **What made you want to change careers at this point in your life?**

I wasn't considering a career change, but I was intrigued when SOLID's talent acquisition manager reached out to me. The thought of moving from a huge real estate services company like Cushman & Wakefield to a smaller, nimbler, well-run entrepreneurial company like SOLID was exciting.

### **Tell us about your background and how it led you to SOLID.**

I am a firm believer in the continuous improvement process. I continuously strive to challenge myself personally and professionally. I earned an MBA from Saint Mary's College of California

and considered joining the Ph.D. in Business program at Oklahoma State University. However, when the pandemic began, I focused on career and family instead.

The various senior sales and sales management roles I've held and the training and process expertise I've gained will serve SOLID well. I believe in cross-functional teamwork: it takes a team to deliver a best-in-class customer experience, and I feel that philosophy is part of the SOLID way.

**What intrigued you about the possibility of working with SOLID?**

I never really knew anything about SOLID, as C&W Services self performs surface care. During the interview process, I was impressed with SOLID's commitment to becoming a true national leader. The team has done an excellent job building the structure for growth. Now is the opportune time to fast-track growth with a focused sales and operations strategy.

**SOLID's future is bright! Where do you see the company going over the next few years?**

I am confident the team will stay focused on a growth strategy that will deliver excellent results. We will put our clients and co-workers at the heart of the process to achieve the exponential growth SOLID expects.

I plan to impact everyone at SOLID positively, and I am proud to be a part of its future.

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**About SOLID Surface Care, Inc.**

*[SOLID Surface Care, Inc.](#) is a national team of self-performing surface care experts who deliver the highest level of care for all hard and soft surfaces and a world-class client experience. We provide EPA-approved deep cleaning, disinfection, antimicrobial and antiviral treatments, and complete surface care options, allowing businesses nationwide to reoccupy and re-open their buildings with effective infection control protocols in place. SOLID protects your surfaces, keeps your spaces clean and healthy, and exceeds your expectations. From carpet to stone to metal and wood, we care for the most precious surfaces in the world - Yours.*

*Curious about what makes SOLID special? [Discover why here.](#)*

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