

## Jeff Smith & Associates – April 2019

### **319 – Regional Manager / Sales and Marketing Leader / Business Development Manager – West Coast**

BS Biology with 20+ years in water and wastewater treatment. Extensive experience with bio-tech / pharmaceutical, high purity, stormwater treatment and management, food and beverage production, biological wastewater treatment

### **337 – Chief Commercial Officer / Chief Marketing Officer**

25+ years experience in sales and marketing in water, wastewater and environmental science in both industrial and municipal settings. Strong fit for a growing company who has needs for a dynamic marketing leader. Excels at interfacing with local, state and federal government.

### **388 – Solutions Based Sales Engineer – Water / Wastewater – Midwest**

BS Chemical Engineer and MBA with 20+ years experience in water / wastewater industry specializing in selling solutions including capital equipment, packaged treatment plants trailer mounted units. Specializes in interfacing with customers to develop economically and technically viable solutions.

### **421 - National Sales Manager/Director/VP – Water/Wastewater**

BS Chemistry/Environmental Science and 20+ years experience selling water and wastewater treatment equipment and chemicals into Industrial Markets with focus on Heavy Industry. Exceptional Sales Leader with record of consistently exceeding goals personally and with his teams.

### **479 - VP Business Development/Sales/Marketing – Water/Wastewater**

BS/MS Civil Engineering and MBA with 25 years experience in selling and managing sales of Membrane Filtration and Disinfection Technologies to Industrial and Municipal accounts worldwide. A Professional Engineer with exceptional presence and knowledge of the water & wastewater scene.

### **511 - President/VP Sales/Operations – Water/Wastewater**

BSBA and MBA and 30+ years experience leading Sales and Operations of companies in both Industrial and Municipal Water & Wastewater markets. Experience includes UV and Membrane technologies in Medium to large firms.

### **819 - Senior Director/VP, Strategic Business & Market Development—Water/Wastewater – Northeast**

MBA, BS ChemE and 30 years experience. Industrial/Municipal water & wastewater, chemicals, disinfection, groundwater remediation and pollution control experience. Strong technology development, licensing, and commercialization track record.

### **833 - Field Applications Scientist-Downstream Bioprocessing – Northeast**

BS Chemistry and 20 years experience. SME in Chromatography media and equipment for protein purification, optimization, scaleup, tech transfer.

### **854 - Engineering Manager- Water/Wastewater Systems - Northeast**

Open to relocation. BE ChemE and 30 years experience. Strategic product & process design, system design, order execution, project execution of UF/MF products for Municipal and Industrial water/waste water treatment