

# CANDIDATE SPECIFICATION

## DIRECTOR OF BUSINESS DEVELOPMENT



### **Summary:**

A technology based chemical company seeks a Director of Business Development for their Houston, Texas, location. The company provides build-own-operate facilities for the conversion of hazardous waste to useful products in the Chemical Industry. The company is an LLC, operating as a joint venture between two companies providing the technology and financial resources, respectively.

### **Position Description:**

The Director of Business Development will have primary responsibility for identifying and developing new business opportunities associated with the Plasma Enhanced Melter (PEM) technology within the chemical industry.

### **Experience:**

The ideal candidate for this position should have at least five years of experience in the chemical or related industry. A fundamental understanding of chemical processes is required and operational experience is preferred. A background in successful business or project development is essential.

A Bachelor's Degree in Chemical or a related engineering discipline is preferred. An MBA is not required, but would be advantageous.

### **Qualifications and Attributes:**

This position requires an individual with excellent communication as well as analytical skills. The ability to be a self starter is essential and a highly motivated, results oriented person is required. The candidate must be able to work effectively in a team environment and provide a leadership role in organizing and building consensus related to the various disciplines and activities involved in developing a project. Experience in making presentations to various levels in both customer and internal organizations are key elements of this position. A technical or engineering background is necessary to be able to understand and effectively communicate the PEM and associated systems as well as the downstream alternatives.

Personal attributes must include unquestioned integrity, the highest self-expectations for performance, a superior work ethic, the ability to be high functioning under stress, endurance, and a persistent, positive "can-do" attitude.

### **Reporting Relationship and Location:**

The Director of Business Development will report to the Executive Vice President for Business Development. The position will be located at the Houston, Texas office.

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**Compensation:**

Salary will be commensurate with experience and competitive with comparable positions in the industry. Total compensation will include performance based incentive compensation and appropriate benefits.

**Contact:**

Interested, qualified candidates should submit a comprehensive resume to:

Adaptive HR Solutions  
341 Bell Branch Lane  
St. Johns, FL 32259  
[resumes@adaptivehrs.com](mailto:resumes@adaptivehrs.com)  
904-328-3762 fax  
Reference: DBD-AHRS