KATHRYN ULLRICH ASSOCIATES, INC.

Polymers Start-Up - CEO

Company Background

Our client has developed a breakthrough polymer technology for decontamination of radioactive and chemical spills. It is currently used at multiple nuclear power utilities, Department of Energy National Laboratories, and decontamination and decommision (D&D) sites. Variations of the product also show efficacy against chemical and biological threats for the possibility that the product could be a single agent CBRN decontamination agent. In addition, the company has a gel that can be used for less industrial uses in the preservation and restoration of buildings, monuments, walkways, historical artifacts or other architectural treasures.

This new technology is a break through process in hazardous clean-up. Rather than multiple, ineffective clean-up attempts with water and wipes, one treatment with this polymer creates 100% effective clean-up across contaminant and material types. The applications for this new technology span different applications, markets, industries and uses. From nuclear reactor maintenance to hazardous material clean-up in defense or healthcare sites, from patio or cement to grout cleaning, this innovative application has incredible market opportunities.

The product has won rewards from the Department of Energy and has been featured on CNN's Big I: Ideas. Innovations. Imagination. The product has been used in the clean-up of disaster sites, including red river sludge in Hungary and radioactive waste in Japan.

Our client seeks a CEO to run this entrepreneurial business, prioritizing and commercializing the technology across multiple markets including consumer, industrial or commercial.

Position Responsibilities

Our client is looking for an entrepreneurial business leader to set the strategy and grow the revenue for this entrepreneurial business. This person will identify and prioritize the market segments for growth. S/he will head the marketing and business development focus of the product lines and ignite the product's growth for each market segment. Within each market, the successful candidate will be responsible for understanding market drivers, customer needs and sales influencers to determine how best to achieve first customer sales then grow to broad market penetration. Growth from one market segment will fund growth in additional market segments.

The successful candidate will be a smart, quick, energetic top performer. This person will be a strategic executive with strong sales and marketing skills. This is a customer facing, sales results role. It would be a bonus if this individual has a background in consumer brands and marketing, utilities, nuclear power plants, military, government affairs, contamination or building clean-up, and/or green alternatives. The individual will also need to be a roll-up-the-sleeves type person, who will personally sell, market, and demonstrate the application of the product to potential customers.

Qualifications

The successful candidate will have the following qualifications:

- 5-10+ years proven experience leading an entrepreneurial company that successfully commercialized a new technology with limited resources.
- Experience closing first customers within an entrepreneurial company and growing early revenue streams.
- Evangelical, persuasive sales skills.
- Strategic thinker with ability to focus company on highest priority market segments for growing revenue.
- Expertise in driving sales pipeline to meet sales targets and managing P&L
- Experience developing relationships with C-level or VP-level business users
- Experience negotiating contracts with distributors and/or other channel partners
 - Experience identifying, growing and managing multi-million dollar accounts
 - Background in consumer brands and marketing, utilities, nuclear power plants, military, government affairs, contamination or building clean-up, and/or green alternatives a plus.
 - Experience leveraging channel partners or OEM relationships where appropriate
- Excellent verbal and written communications skills, presentation skills, and creativity for out-of-the-box solutions.
- Reputation for strong team management and coaching.
- Bright, ambitious, entrepreneurial, doer with a can-do spirit, goal-oriented, open for new challenges and growth.
- MBA preferred; BA/BS from top university.

The successful candidate does not need to relocate for this role but will be expected to be on the road in front of customers a majority of the time.