

Strategic Development Vice President **United Solutions, Inc. Headquarters - Dexter, MI**

United Solutions, Inc. (USI) has an opening for a Strategic Development VP at its headquarters in Dexter, Michigan. USI is the holding company of three (3) operating divisions; SRS, SRS Energy, and United Waste Water Services. The three divisions deliver a wide range of environmental waste management and purification technology services maintaining over 4,000 commercial customers with operations in 13 states and three countries.

The USI holding company serves in a support capacity for the operating divisions. The headquarters is staffed and charged with developing and refining technologies for commercialization within the commercial divisions. The Strategic Development VP for USI is the key leader in achieving EBITA performance and growth based on developing and commercializing proprietary technology and building a customer base for USI's operating divisions. This is a senior leadership role at USI where we promote a strong team environment.

This corporate position reports directly to the CEO. The VP is responsible for pathway development for technology commercialization, funding prospectus, business plan development and presentation, and identifying and capturing market opportunities and relegating technology to meet market demands and to accelerate expansion and increase revenues. This role leads entrepreneurial initiatives of market research, marketing, product positioning, strategic alliances and partnerships, due diligence, Intellectual Property, contract negotiation and execution, and capital raise. Specific responsibilities include development and execution of business strategy, oversight and prioritization of R&D initiatives, development and execution of Business Development efforts, oversight of market research and technical writing and developing options for grant funding.

Qualified applicants will have a track record of success in a leadership role building a profitable organization, managing and developing people, and setting strategic and tactical direction for a profitable organization. The incumbent should have technical experience such as chemical / process engineering expertise, a demonstrated ability to manage a multi-disciplined team and bring new ideas, best practices and an entrepreneurial "can-do" attitude to the organization. The position requires the direct execution and management of business development efforts, specifically in developing and taking technical processes and applications to commercial market. Additionally, the VP will be directly engaged in great part responsible for formulating overseeing funding, patent applications and grant-writing efforts associated with the development of our key process technologies. Demonstrated success in technical writing and interactions with government agencies in this field is desirable.

Candidates must have prior P&L responsibility, new product introduction and funding experience, strong relationship management, supervisory and broad market experience in the biofuels, nutraceuticals, chemical, pharmaceutical and/or oleochemical/edible oils industry. Strong technical skills and 10+ years successful experience in leadership roles are required. An advanced degree, ideally an MBA, is preferred in conjunction with an undergrad degree in a relevant Scientific or Engineering discipline, ideally a Chemical or Mechanical Engineering degree. Qualified applicants will be strategic in nature, ideally will have worked for a start-up or entrepreneurial company or a division of a larger organization that demonstrably exhibited these qualities, and have demonstrated strong strategic business plan development experience. Additionally, excellent written and oral communication skills are a must. The ideal candidate is looking to be part of a startup, fast moving technology driven organization.

Candidate must be willing to relocate to Dexter, Michigan area. Position requires travel to customer sites and various SRS partners in Michigan and other states.

A competitive salary including benefits and relocation are offered for this role. For immediate consideration email your resume **and salary requirements** to careers@teamusi.com.

Thank you for your interest in United Solutions, Inc.