

## JOB DESCRIPTION

**Job Title:** General Manager—Verdeo Mining Solutions      **Location:** TBD

### Summary of the Position:

The General Manager-Verdeo Mining Solutions will be responsible for designing, launching and managing a new equipment & technology business for Verdeo. As part of the senior leadership team, the GM will be expected to formulate the overall business strategy including developing the design and manufacturing strategy for the company’s first commercial product: a system for capturing and destroying waste gas from mines. In addition to designing and developing a prototype, the GM will be responsible for launching the new product into the marketplace. The role requires strong business and people management skills as well as the demonstrated ability to move nimbly across multiple functions and roles within a business. Proven entrepreneurial experience and an engineering and manufacturing/fabrication background, are required, as the GM will have ultimate responsibility for the successful launch of a new equipment business.

### Principal Duties and Areas of Responsibility:

- Develop and finalize a business plan for the new division;
- Develop an operational plan (e.g. procurement, contract manufacturing, assembly, and service support for the launch and growth of the business’ first commercial product);
- Define the sales & marketing plan for the product, and oversee product sales and distribution;
- Identify, evaluate and select optimal contract manufacturing, assembly and services partners;
- Develop a market entry and customer acquisition strategy;
- Design and build a sales and service capability;
- Recruit and train first key hires to execute business plan;
- Work with Verdeo leadership team to design a line of equipment financing/leasing options to promote adoption of the technology;
- Develop and manage division’s budget;
- Achieve stand-alone profitability for business within agreed upon timeframe.

### Desired Profile:

- Minimum of 12 years’ professional experience, preferably with diverse experience across multiple functions including: product management, engineering design and product development, operations, sales, marketing, assembly and manufacturing, and R&D;
- Engineering degree with proven track record of design, development, and commercialization of new products;
- Direct experience in the mining, oil and gas, or energy sectors highly desirable.
- Entrepreneurial track record and product launch experience.

- Demonstrated managerial experience leading multi-disciplinary teams.
- Proven ability to work in a dynamic, fast-paced environment where everyone is expected to balance multiple roles and commitments.
- Team player with interest and drive to take ownership of business' success.
- Willingness to travel as needed.

**Compensation:**

Competitive salary, participation in company stock option plan, and eligible for an annual bonus. Standard benefits.

Please send resume and cover letter to: [careers@verdeogroup.com](mailto:careers@verdeogroup.com)

**About Verdeo Group**

Verdeo Group is an exciting early-stage company that invests in and develops emission reduction and energy projects in North America. We work side-by-side with heavy emitters of greenhouse (GHG) gases to enable them to benefit from the expanding financial opportunities in the emerging markets for clean energy and carbon credits. Providing an integrated solution that combines technology, capital, and engineering and project development expertise, we align our interests with those of our customers in order to optimize the financial value of reducing emissions. Backed by Black River Asset Management LLC, an independent subsidiary of Cargill, the company is a leading provider of differentiated waste energy and emissions reduction solutions to the mining and gas industries.