

BUSINESS UNIT LEADER

TRIPLE QUEST – A MEMBER OF THE CASCADE FAMILY OF COMPANIES

ROLE SUMMARY:

Triple Quest is a social business that measures itself by the positive impact it has on people, the environment, and by the profit it makes. Triple Quest will target the Base of the Pyramid market and provide sustainable products and solutions to the billions of people who live in poverty. The Triple Quest Business Unit Leader is responsible for developing a Base of the Pyramid channel to market with the first product being the HydrAid™ BioSand Filter. This role is responsible for the development of business unit strategies and the execution of the business plan. In addition, he or she will manage all aspects of business including: sales, profit and loss, order management, quality control, logistics, accounting, and customer support. This position will supervise and manage business unit staff members in the United States and internationally, including the HydrAid™ BioSand Filter pilot project located in Central America.

GENERAL RESPONSIBILITIES:

- Plan and direct sales and marketing activities to attain maximum sales volume and develop maximum potential volume for the company's products and/or services
- Responsible for the day to day operation of the business unit
- Responsible for the Profit and Loss statement of the business unit
- Maintain and execute the business plan
- Oversee the HydrAid™ BioSand Filter Base of the Pyramid pilot project
- Engage stakeholders in a dialogue around water issues and entrepreneurship
- Create training materials on clean water and the value of the HydrAid™ BioSand Filter
- Manage PR opportunities and risks
- Maintain marketing strategy and plan
- Work with NGO's, governmental agencies/officials and Non-Profits to create markets and opportunities for the sale and use of the HydrAid™ BioSand Filter

CHANNEL TO MARKET RESPONSIBILITY

- Understand the Base of the Pyramid in the market countries
- Develop channel to market for the HydrAid™ BioSand Filter and other products
- Set up sales and distribution system for the HydrAid™ BioSand Filter and other products
- Manage relationship with distributors and channel partners
- Create and implement a plan to develop in-country micro-loan opportunities

PRODUCT DEVELOPMENT AND PROJECT MANAGEMENT RESPONSIBILITIES

- Oversee the development of HydrAid™ BioSand Filter quality assurance process
- Oversee the development of HydrAid™ BioSand Filter media plan
- Develop the next generation of the HydrAid™ BioSand Filter
- Develop product enhancements
- Find and develop other products to be used in the channel

MINIMUM EDUCATION, EXPERIENCE AND CORE COMPETENCY REQUIREMENTS:

- MBA (or equivalent experience) with demonstrated leadership role at a strategic level;
- Comprehensive understanding of Base of the Pyramid
- Demonstrated ability to develop strategic plans and communicate the vision
- Strong analytical and problem solving skills
- Quality control or testing experience
- Strong understanding of financial reports and budgeting
- Demonstrated ability to build relationships with internal and external customers and suppliers
- Ability to prioritize and complete multiple tasks
- Excellent listening, verbal and written communication skills
- Self-knowledge of capabilities and limitations
- Strong project management skills
- Working knowledge of applicable laws, policies and safety regulations
- Significant understanding of international laws, business practices, and cultures
- Ability to travel 25% of the time/passport
- Experience managing others

PREFERRED EDUCATION, EXPERIENCE AND CORE COMPETENCY REQUIREMENTS:

- The ability to speak and write in Spanish
- Experience working internationally

TRIPLE QUEST AND CASCADE ENGINEERING CELEBRATES DIVERSITY – EQUAL OPPORTUNITY EMPLOYER

A diverse workforce is key to our success, therefore all applicants are welcomed. Triple Quest and Cascade Engineering strive to be an employer of choice by providing a strong total compensation package which includes comprehensive salary, incentive bonuses, flexible insurance options, company paid disability insurance, prescription drug program, 401(k), tuition reimbursement and an on-site fitness center.