



## Lemna Environmental Technologies, Inc.

4215 White Bear Parkway, Suite 200, Vadnais Heights, MN 55110

**Lemna Environmental Technologies, Inc. (LET)** has been a technology leader in small, municipal wastewater solutions with a secondary focus in select industrial applications since the early 1980's. With a strong sales history, hundreds of installations across North America, and innovative technologies that meet or exceed customer requirements, LET is uniquely positioned for growth and broadening of our core product offering.

Lemna Environmental Technologies, Inc. of Vadnais Heights, MN, is seeking a **Business Development Manager** who will be responsible for product development & enhancement, conducting research to identify new markets & client needs, and proposal & design development for new and emerging markets.

### **Job Summary & Responsibilities:**

Candidate will drive growth and provide support across the organization. Primary tasks will include but are not limited to:

- Develop & execute engineering design & development of new products and product & process improvements.
- Perform wastewater process engineering to develop process designs for emerging clients and projects.
- Develop a growth strategy focused on new and emerging clients & markets.
- Lead product development and enhancement initiatives, including piloting new treatment processes.
- Collaborate and communicate with sales, vendors, and customers to devise innovative solutions.

This individual will be a key contributor to the sales & operations teams and leads all engineering initiatives. They will be responsible for driving improvements and enhancements in products that serve current and future client needs.

They will also oversee internal projects related to enhancement of the overall improvements and deliverables tied to company goals with direction from the CEO & Director of Operations.

### **Job Requirements:**

- Bachelor's degree in civil or environmental engineering.
- 5+ years of experience in related field.
- Experience in wastewater treatment process design. Lagoon based wastewater treatment preferred.
- Experience with MBBR, fixed film, and tertiary filtration technologies for nutrient removal.
- Proficient in Microsoft Office, especially Excel. AutoCAD experience preferred.
- Experience in sales and customer support.
- Demonstrated experience in data and document management.
- Excellent organizational, verbal and written communication, and interpersonal skills.
- Experience managing engineering initiatives from conception through execution.
- Proven ability to initiate improvements. Ability to work across departments to drive growth and efficiencies.
- Strong mechanical aptitude with ability to analyze and recommend mechanical design and fabrication options for a variety of engineering needs.
- Background in mechanical equipment such as PD blowers, controls and other appurtenances associated with typical wastewater process equipment preferred.
- PE preferred.

### **Benefits & Compensation:**

- Competitive Salary; Commission & Bonus Eligible
- Medical benefits including dental
- Insurance benefits including life insurance
- Retirement benefits including company matching
- Paid holidays, sick, and personal leave
- Flexible work