

Curriculum Vitae

JOSEPH E. ZUBACK

jzuback@globalwateradvisors.com
172 Cottage Grove Avenue
Camarillo, CA 93012
(805) 504-1347

SUMMARY

Seasoned technologist, business developer, and executive manager specializing in water technology solution and business development to solve operation and technical challenges and to meet aggressive growth objectives. A globally recognized water industry technology innovator and commercialization expert.

COMPETENCIES

- Global Water Industry Expertise
 - Leadership of Solution Development Teams
 - Strategize Complex Water Industry Opportunities
 - Stage Gate R&D Process Management
 - New Business Due Diligence Investigation
 - Mergers and Acquisitions Support
-

PROFESSIONAL EXPERIENCE

Global Water Advisors, Inc.
President and Founder

2009-present

Provide experienced individual and custom teams for consulting services solution providers, technology users, and private equity and venture capital investors throughout the global water industry, assist clients with problem solving for existing technologies and new technology development and commercialization strategies, conduct due diligence investigation of potential water technology investments and acquisitions, design execution strategies for water technology projects, and provide analysis of complex projects for risks and opportunities

Siemens

Senior VP/Chief Technology Officer, Siemens Water Technologies

2004-2009

Member of the Siemens WT Executive Management Team with technology oversight responsibility for all new water technology investments, provided executive level leadership for the Corporate Technology Group, Corporate Projects Group, and Intellectual Property Group for Siemens' global water technologies business

- Responsible for R&D and IP components of corporate strategy that converted a US-focused equipment and services business in 2004 with \$1 billion revenue (USFilter) into a global business with \$2 billion revenue in 2008 (Siemens WT)
- Integrated Siemens' best practices and stage gate R&D processes into USFilter business units
- Oversaw total annual budget for corporate R&D (\$22M, 120 personnel) and prioritized projects for R&D investment for a global matrix business structure
- Responsibility for all technology due diligence efforts associated with potential acquisitions and licenses

PROFESSIONAL EXPERIENCE (Cont.)

- Increased invention disclosure volume; Siemens WT consistently led in annual disclosures for all groups within Siemens Industrial Solutions Division (\$12 billion annual revenue)
- One of only two managers within the Siemens Industrial Solutions Division with the highest possible position grade for professional technology career tracks (Senior Principal)
- Global corporate spokesperson for all water technology issues for Siemens
- Negotiated local agreements to create Siemens' global water R&D center in Singapore and an R&D collaboration agreement with Mekorot in Israel
- Established working relationships and negotiated contracts with external innovation partners, including USEPA, WATERCAMPwS, WERF, and other research centers and universities around the world

USFilter**Senior VP/Corporate Projects Group ((under Veolia ownership 1999-2004)) 1998-2004**

Created and led a corporate team of senior technologists and sales professionals responsible for development of best technology solutions commercial strategies and integration of diverse corporate capabilities for large complex projects ("Corporate Projects"). CPG was created specifically to address the integration and leverage challenges inherent in a company that grew from annual revenue of \$5 million to \$5 billion over 5 years with over 180 water technology company acquisitions

- Equipment supply, services, and long term design-build-operate projects >\$5 million revenue requiring integration of multiple USFilter products and businesses.
- Developed standardized processes for assessing and mitigating complex project risk and evaluating new technology opportunities
- Negotiated equipment bundling contracts and process guarantees with global design-build contractors
- Led solution development efforts for all key corporate initiatives with strong technology component (e.g. USFilter Salton Sea remediation strategy)
- Responsible Managing Employee for USFilter's Class A General Engineering Contractors License for the State of California

Vice President, Western Region**1994-1998**

Responsible for managing sales and business development activities and sales personnel for water and wastewater equipment and BOO projects in municipal and industrial markets in eight western states.

- Chairman of Municipal Strategic Marketing Team, which successfully consolidated the manufacturers representatives organization from >320 to 87 for over twenty municipal product companies acquired over 18 month period with total annual sales > \$500 million.
- Senior "water industry domain" expert during USFilter's industry rollup in the 1990's
- Managed sales organization for the Western US (both direct employees and independent manufacturer rep agencies) for all municipal and industrial water and wastewater equipment and service markets

PROFESSIONAL EXPERIENCE (Cont.)**Infilco Degremont, Inc.****Western Regional Manager****1984-1994**

Responsible for industrial and municipal water and wastewater business development in nine US Western states.

- Direct sales responsibility for industrial projects
- Mix of direct sales and manufacturer rep management for municipal projects

Field Sales Engineer**1978-1984**

Responsible for industrial and municipal water and wastewater equipment sales in Gulf Coast region.

- Direct sales responsibility for industrial projects
- Mix of direct sales and manufacturer rep management for municipal projects

Dow Chemical Company**Technical Sales Specialist****1975-1978**

Responsible for sales of ion exchange resins and reverse osmosis membranes in upper US Midwest and Gulf Coast regions

Technology Applications Specialist**1973-1975**

Responsible for technical design and process support for ion exchange resin and reverse osmosis membrane applications for industrial, municipal, and residential markets

EDUCATION**Bachelors of Science in Chemical Engineering, Purdue University.****1973****CERTIFICATIONS****California Contractors License (Class A: General Engineering)****1990-2008****PROFESSIONAL AFFILIATIONS****Water Environment Research Foundation, Current Member of Board of Directors****Singapore Environmental Water Technology Initiative**

International Advisory Panel, 2007-2008

Chairman of Mid-Term Strategy Review Panel, December 2009

Water Environment Federation**Water Reuse Foundation****American Water Works Association****Clean Water America Alliance****WATERCAMPwS****PATENTS AND AWARDS****Over 25 water technology patents awarded or pending****Siemens Water Technologies "Inventor of the Year" in 2008**