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H. Larry Pelegrin

Professional Objective Senior management or consulting position in sales and marketing. The ideal company is driven by an aggressive growth plan and a market focus or the will to become market focused.

Qualifications Extensive management experience, majority focused in the water treatment industry.

Responsibilities included:

- Business Management
- Sales & Marketing Management
- Major Project Development
- Field Sales & Tech Service
- Quality Management
- Corporate Purchasing Mgr.
- Manufacturing Supervision
- Plant Engineering

Experience

Current

Independent Business Consultant

2011 – 2013

NeoTech Aqua Solutions, Inc. (a UV technology company)

Vice President Global Business Development

- Built a Global network of 20+ Representatives
- Developed over \$10M business potential in Puerto Rico from public sector (PRASA) and private sector AES Power

2008 – 2011

**Pump Engineering LLC (PEI) &
Energy Recovery Inc. (ERII – NASDAQ)**

Global Vice President Sales

- Developed and managed PEI network of direct sales and Reps
- Commercial leader in \$6.5M sale for the Magtaa Project-Algeria
- Managed ERI Mega Project Sales effort for large global projects

1997 – 2008

Hydranautics USA. . . a Nitto Denko Company - Japan

2006 – 2008

Vice President Strategic Business Development

- Established Dubai office and recruited personnel
- Lead effort for two 6% general price increases
- Lead various major projects, including Carlsbad and Fujairah1

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1997 - 2006

Vice President Sales & Marketing-Hydranautics

- Premier global manufacturer of RO & UF technology
- Major achievements
 - ⇒ annual business growth over 10% vs 8% market growth
 - ⇒ recruiting and reorganization of a new global sales team
 - ⇒ commercialization and introduction of HydraCap UF
 - ⇒ lead repositioning of HYD as the “Technology Leader”

1991 – 1996

United States Filter Corporation

1994 – 1996

Vice President Sales & Marketing US Filter (USF)

- Member of senior management group and officer of the company that grew sales from \$100 MM to \$300 MM
- Major achievements
 - ⇒ Integrated direct sales force and manufacturers’ reps
 - ⇒ Successful implementation of strategic marketing teams

1991 – 1994

Vice President Sales & Marketing - IWT Division of USF-\$65M

1990 – 1991

Private Consultant

- Responsible for divestiture of the Du Pont Permasep® spiral wound reverse osmosis membrane technology to TriSep

1966 – 1990

E.I. Du Pont de Nemours and Company

1981 – 1990

Manager Desalination Industry- Permasep® Products

- Responsible for P & L for Du Pont’s desalination business
- Major achievements
 - ⇒ Grew pre-tax operating income by \$8.2 MM
 - ⇒ Changed business from internal to market focus
 - ⇒ Set up a Joint Venture in Saudi Arabia

Marketing Manager Permasep® Products-\$4.5M Budget

- ⇒ Downsized marketing, R&D and manufacturing 50 %
- ⇒ Sales increase from \$ 19.6 MM in 1985 to \$ 25 MM in 1989
- ⇒ Expanded the global licensee network by 66%

1966 – 1981

Positions of increased responsibilities including plant engineering, production management, technical service, corporate purchasing, field sales and Division Quality Manager

Education

Bachelor of Science, Mechanical Engineering

Christian Brothers University, Memphis Tennessee