

# S. BRUCE KOHRN

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## PROFESSIONAL SUMMARY

**Accomplished Technical Leader** who has succeeded in entrepreneurial, small business and corporate roles. A proven rainmaker who maintains a current knowledge of cutting-edge technology and research. Possesses a unique combination of technical, business and interpersonal skills.

### Core Competencies

- Technical Project Management
- Business Development
- Environmental science
- Writing/Presentations
- Strategic Planning
- Stakeholder Engagement
- Client Relationships
- Participatory Research
- Product Management
- Business Case Development
- Lean Startup
- Quality Assurance

## PROFESSIONAL EXPERIENCE

### GHG SUSTAIN

2016 - PRESENT

#### **Managing Director**

Leading business development for an early stage venture with a project-based software solution that tracks the details of energy and sustainability efforts for businesses, government agencies and other organizations.

### NANOHYDROCHEM, LLC

2016 - PRESENT

#### **Entrepreneurial Lead**

Evaluating the business opportunity for a clean energy startup in the NEXUS-NY accelerator program.

### GEOSOFT INC.

2014 - 2015

#### **Energy Segment Leader**

On the Senior Leadership Team, provided strategic oversight of geoscience software solutions in the global energy industry. Accountable for long term segment growth and industry engagement. Assessed customer and market needs, translated them into actionable plans, and strategized with sales, marketing and development teams as Voice of the Customer.

- **Leveraged strong customer and market insights**, relationships with industry leading companies and knowledge of the application of the technology to solve customer exploration challenges.
- **Created strong customer focus** and built enduring relationships with targeted energy customers.
- **Led cross-functional team to a successful commercial launch** of a new cloud-based software service.

### LOCKHEED MARTIN - GRAVITY SYSTEMS GROUP

2008 - 2013

#### **Manager, Geoscience Applications**

On the Senior Leadership Team, led strategy and business development efforts to develop/manufacture gravity sensors for commercial natural resource exploration (petroleum, mining, water, environment) and national security applications. Held secret level security clearance.

- **Developed and executed innovative strategies** for development and commercialization of a borehole gravity sensor (BHg) for deep reading, subsurface imaging.
- **Negotiated a commercial agreement** to raise \$10M in development capital for BHg with multiple stakeholders, engaging oil companies, oilfield service companies and mining companies.
- **Conducted and drove new market opportunity analysis**, including market assessments, business model development and business case evaluation. Recommended Go/No Go decisions.
- **Built strong client relationships** and maintained extensive network contacts in the geophysical sector.

## PROFESSIONAL EXPERIENCE (CONTINUED)

### GZA GEOENVIRONMENTAL, INC.

2006 - 2008

#### **Senior Project Manager**

As seller/doer, managed environmental forensics and cost recovery projects for private sector clients. Led business development & marketing campaigns. Conducted environmental due diligence.

- **Developed new client relationships** for cost recovery and environmental due diligence services.
- **Strengthened client relationships** with follow-on sales opportunities that built an orders pipeline.
- **Provided expert witness testimony** for cost recovery cases at petroleum contaminated sites.

### SBK ENVIRONMENTAL RESEARCH, INC.

1994 - 2006

#### **President**

Established and served as principal provider for an independent consulting practice that supported commercial and nonprofit clientele. Integrated environmental chemistry and quantitative/qualitative social science methods. Trained, supervised, and managed project teams; determined and administered project budgets; prepared technical reports and presentations for a wide variety of stakeholder groups.

- **Established a solid client base** through successful management of business operations, strategic planning, high-impact marketing, relationship building, and management of client expectations.
- **Focused on environmental forensic investigations and litigation support** as expert witness.
- **Designed/implemented community-based, participatory studies** of environmental impacts on health.

## OTHER PROFESSIONAL EXPERIENCE

### STATE UNIVERSITY OF NEW YORK AT BUFFALO

**Adjunct Lecturer in Environmental Studies - Social Sciences Interdisciplinary Degree Program**

### ECOLOGY AND ENVIRONMENT, INC.

**Geochemist and Quality Assurance/Quality Control Officer**

### U.S. GEOLOGICAL SURVEY

**Geophysics Technician - Branch Geophysics**

## EDUCATION

**Master of Science - Science and Technology Studies**, Rensselaer Polytechnic Institute

**Master of Arts - Chemistry**, State University of New York at Buffalo

**Bachelor of Arts - Geology**, Colgate University

## RECENT TRAINING/CERTIFICATES

**Pragmatic Marketing Certified - Level One (PMC-I)**, January 2017

Currently pursuing **PMP Certification** (Project Management Professional)

**Introduction to Accounting**, Wharton School of Business, through Coursera, May 2016

**Introduction to Corporate Finance**, Wharton School of Business, through Coursera, April 2016

**Introduction to Management**, Wharton School of Business, through Coursera, January 2016

**Entrepreneurship in the Blue Economy**, Buffalo State College Continuing Professional Studies, March 2016