

BRIAN DANYLIW BSC.

📞 (705) 618 6729

AREAS OF EXPERTISE

- Technical Expertise – Water Treatment, Mineral Processing, and Process Improvement
- Business Development Specialist
- Team Building and Leadership
- Client Relationship Advancement
- Industry Expertise – Mining and Mineral Processing, Heavy Industry, SAGD Upstream Oil Production
- Business Management
- Strategic Planning and Implementation
- Contract Negotiation and Vendor Relations

SKILLS CONCENTRATION

TECHNICAL

- Detailed knowledge of all aspects of water treatment including process water scale and corrosion control, effluent treatment, mine water, and wastewater systems including clarification, cyanide destruction, heavy metal removal, remediation, and utilities (boiler / cooling) pretreatment and functional treatment.
- Experienced in precious metals, base metals, iron ore, uranium, alumina, industrial minerals processing and coal preparation operations.
- Extensive experience in computer saturation simulations, mixed water simulations and treatment dosage prediction utilizing MineSATTM modelling software.
- Experienced in laboratory management, laboratory techniques and reporting of results, including reporting to government agencies.
- Extensive experience in laboratory testing including thickening, clarification, dewatering, filtration, dust suppression and all aspects of analytical chemistry related to water treatment.
- Detailed knowledge of gold milling including flotation, leaching, CIP, CIL, dewatering, carbon elution, electrowinning, carbon reactivation, gravity gold recovery, Meryl Crowe precipitation, autoclave/roaster operation, backfill/paste fill production, etc.
- Authored and delivered a wide variety of training courses including mineral processing technical training, influent water treatment, wastewater treatment, product line knowledge, health and safety, sales, account management, and time management.
- Developed and implemented sampling and monitoring programs including scale and deposit control, carbon fouling, carbon activity, strip circuit performance, effluent water quality, dust control efficiency, etc.
- Authored and presented technical papers at a variety of conferences including the National Canadian Mineral Processors Conference.
- Managed the mining industry product line and provided technical support.
- Introduced new product lines to meet industry needs including dust suppressants, emulsion flocculent, dewatering aids, rheology modifiers, corrosion inhibitors and antiscalants.
- Recognized global expert in water management, corrosion and scale inhibition in mineral processing and mining operations.

BUSINESS DEVELOPMENT

CHEMTREAT

- Directed the activities of the Mining Strategic Accounts team which encompassed corporate sales activities, field sales support, all aspects of mining and mineral processing technical support, product line development, new vendor and raw materials sourcing and direct support to the ChemTreat corporate analytical services, product management and compliance teams.
- Direct involvement and team management to develop a mining business for ChemTreat in Canada. Grew annual mining sales from \$0 to over \$5MM.
- Direct involvement and team management to develop a mining business for ChemTreat in Mexico. Grew annual mining sales from \$0 to over \$5MM.
- Overall growth of annual ChemTreat North America mining business from less than \$5MM to over \$25MM during my tenure as Director of Mining.
- Oversaw as a team member the integration of a significant acquisition in South America resulting in an additional \$22MM in annual revenue in the mining space. Oversaw the integration of my team into the support structure for the LATAM mining team.
- Forged entry into the Turkish mining industry by directly closing a mining account with revenue of more than \$1.5MM per year. This allowed ChemTreat to pursue additional growth opportunities in Turkey without taking a financial loss on the business development costs.
- Provided direction and education to the Senior Management Team regarding mining and mineral processing water treatment opportunities, markets, go to market strategies, raw materials and product line needs, etc.
- Oversaw the introduction of dust control, powdered flocculent and freeze control product lines to the ChemTreat mining products portfolio.
- Identified an appropriate toll blender to support the Canadian mining business and facilitated the business relationship with this toll blender greatly improving ChemTreat's competitive position in the market.
- Implemented a variety of reporting, account auditing, best practices, communication systems and associated sales management tools for the corporate sales and field sales mining teams.

TETRA TECH

- As Director of Business Development, EPCM and Strategic Accounts participated in the Mining and Minerals functional leadership team for North American operations.
- Introduced an expanded Strategic Account Management program to align with the formation of Tetra Tech's Global Mining Practice including standardization of the account planning process, training of account managers and team members, development of a global account management structure, etc.
- Developed and implemented an enhanced proposal system for major opportunities including EPCM (Engineering, Procurement and Construction Management) and Sustaining Capital Program Management opportunities resulting in improved win rate and significant reduction in proposal costs.
- Provided leadership for direct reports in the business development team in Canada and restructured to provide better coverage of the junior, mid-tier and senior mining markets while also enhancing business development support for regional offices.
- Provided direct sales input through my industry contact network securing opportunities and projects in all service lines (front end consulting, sustaining capital and EPCM).

ASHLAND HERCULES WATER TECHNOLOGIES

- As Director of Business Development, Mining and Minerals with AHWT responsible for all aspects of business development required to facilitate AHWT creating a stand-alone mining specialty chemical business unit. leveraging existing success in water treatment specialty chemicals to become a fully integrated specialty chemical supplier for the mining vertical market.

- Educated the AHWT management team on the mining industry including market drivers, unmet industry needs, methods of dealing with sector cyclicity, sales model, service model, etc.
- Provided input and review to all mining related presentations made to AHWT and Ashland senior management including presentations to the Board of Directors.
- Provided technical insight and direction to ensure alignment with unmet industry needs utilized to develop both the mining R&D/product development program and the external technology scouting program and continued to provide overall business development oversight to both of these programs.
- Created a global bottom-up market analysis of the specialty chemical market space within the mining vertical which was utilized for business planning for the venture. This analysis covered global consumption, revenue and profit pool for all mineral subsectors for water treatment products (deposit and corrosion control products, boiler and cooling water treatments, coagulants, flocculants, metal precipitants), process recovery aids (flotation reagents, flocculants, SX reagents, leaching aids), and throughput aids (grinding aids, viscosity and rheology modifiers) and adjacent products (dust suppressants, freeze modifiers, release agents).
- Developed five-year global growth plan for a stand-alone (venture) mining division which included resourcing (manpower) requirement projections, sales growth based on resourcing and the R&D pipeline, EBIT growth based on product line mix and manpower loadings, etc. This model was utilized by AHWT senior management to decide to implement the venture business model with a target of growing AHWT's mining business from the current \$60MM per year level to \$200MM per year in five years.
- Travelled extensively throughout North America, Latin America and Australia supporting direct sales opportunities, working with local mining technical sales personnel, and providing mining related training both in classroom settings and in the field.
- Provided direction and oversight to the North American strategic accounts group to allow inclusion of a mining industry component and developed a Mining Strategic Account program for the Australian business unit.
- Individually secured over \$3,000,000 in annual revenue through direct sales efforts based on my industry contacts and track record.

WARDROP ENGINEERING

- Implemented a strategic account management approach to business development activities for Vale, Xstrata Nickel and Goldcorp.
- Secured the EPCM contract for the Xstrata Acid Plant Dry Tower replacement through a strategic approach to the opportunity including negotiation of a partnership with Outotec for design technology. This was a major success based on poor prior performance by Wardrop on another large EPCM project with Xstrata Nickel.
- Secured the EP and construction support contract for the Goldcorp Cyanide Detox (SO₂/Air plant) for the Porcupine Mine property through a strategic approach including submission of the EPCM proposal as an alternate to the engineering only bid as requested.

ASHLAND WATER TECHNOLOGIES (HIGHLIGHTS)

- Director, Strategic Accounts America's responsible for managing strategic account activities with a team of ten Strategic Account Managers. Responsible for over \$120 MM in annual sales and a growth target of over \$15 MM per year.
- Led implementation of the Strategic Account Management program for Ashland Water Technologies China operations.
- Team lead for Global Strategic Accounts process development during the Ashland Water Business Redesign process. Provided leadership and direction for a global team designing and implementing the future strategic account management program for the Ashland Water Technologies business unit formed through amalgamation of the former Drew Industrial, Drew Marine and Degussa business units.
- Strategic Account Executive Responsible for all aspects of business development and relationship management with major base metal and precious metals mining corporations on a global basis including strategic planning, marketing, proposal preparation and project conversion. Achieved double digit growth and secured multiple supply agreements including a sole source agreement for all Barrick North America water treatment which has stood for over 10 years through multiple renewals.

- As Regional Business Manager for Ashland Water Canada was responsible for all aspects of sales and business operations (S&D, strategic planning, hiring, training, goal setting and performance monitoring, etc.) for all mining related accounts as well as all operations in Western Canada.
- Introduced Ashland's mining industry specialty chemical product lines in Canada and grew the business from zero to a team of 10 field sales and support personnel with annual sales exceeding \$6,000,000 and gross profit exceeding \$3,500,000 per year.
- Managed Professional Engineers, technologist and technicians across a large geographic area while delivering results that consistently exceeded sales and profit margin targets. Comfortable interacting at all levels within organizations from the plant floor to the boardroom.

MANAGEMENT AND LEADERSHIP

- Accomplished leader with the ability to articulate vision, motivate others and lead by example.
- Experienced in cost management and profit optimization in a complex profit and cost center environment including operation of warehousing and distribution, toll manufacturing, inventory control systems, expense control, product cost management and overall EBIT responsibility.
- Experienced in mentoring, objective setting, performance evaluation, and employee development planning, as well as other management techniques.
- Experienced in development and management of M&A pipeline including working with merchant bankers in the M&A atmosphere.
- Led and participated in multiple major business designs including global market analysis, resource/manpower requirement projections, R&D pipeline development, revenue and profit projections, etc.; Created the blueprints for Ashland's global mining specialty chemical business unit.
- Successfully developed and participated in synergy opportunities across internal diverse business units including joint work with Ashland's Distribution Services, Industrial Chemical and Solvent and Foundry divisions.
- Member of the Global Strategic Sales leadership team for Ashland consisting of Directors from Americas, Europe/Middle East/Africa, Asia-Pacific and the Global Strategic Contracts Manager as well as Vice President, Global Strategic Sales.
- Implemented and streamlined the Global Strategic Sales (Corporate Accounts) organization as developed through the Ashland Water Business redesign process and integrated business development across three formerly separate business units.
- Maintained an excellent safety record and implemented the first safety training system for field technical and service personnel in Ashland's Water Management Division.

EMPLOYMENT HISTORY

PRINCIPLE Mine Water Service Inc.	2021-Present
DIRECTOR, MINING AND MINERAL PROCESSING ChemTreat	2014-2021 <i>Global</i>
Director, EPCM and Strategic Accounts Business Development General Manager, Sudbury Operations Tetra Tech WEI, Mining and Minerals Division	2012-2014 <i>North America</i>
Director, EPCM and Strategic Accounts Business Development Tetra Tech WEI, Mining and Minerals Division	2011-2014 <i>North America</i>
Director, Global Business Development - Mining and Minerals Ashland Hercules Water Technologies	2009-2011 <i>Global</i>

Business Development Manager – Mining Majors Wardrop Engineering, Mining and Minerals Division	2008-2009 <i>Canada</i>
Director – Global Strategic Sales, Americas Ashland Water Technologies	2007-2008 <i>Americas</i>
<ul style="list-style-type: none"> Member of the Americas Leadership Team consisting of the Vice President, Americas and seven Regional Business Leaders responsible for business operations across North and South America. 	
Senior Account Executive – Corporate Strategic Accounts Ashland Inc., Drew Industrial	2005-2007 <i>North America</i>
<ul style="list-style-type: none"> Recipient of the Ashland Circle of Champions award for outstanding account executive 	
Regional Business Manager Ashland Canada, Drew Division	1998-2004 <i>Canada</i>
<ul style="list-style-type: none"> Two-time Recipient of the Canadian Employee of the Year Recipient of the Ashland Circle of Champions award for outstanding contribution to sales growth 	
Mining Business Manager Ashland Canada, Drew Division	1987-1998 <i>Eastern Canada</i>
<ul style="list-style-type: none"> Recipient of the Canadian Employee of the Year Recipient of the Ashland Circle of Champions award for outstanding contribution to sales growth 	
Area Manager Calgon Canada, Water Management Division	1982-1987 <i>Ontario</i>
<ul style="list-style-type: none"> Awarded patent for Improved Process of Uranium Liquor Clarification 	

EDUCATION

Bachelor of Science Laurentian University	Chemistry and Physics
<ul style="list-style-type: none"> Graduated Cum Laude Awarded LAMPS Academic Achievement Award for Science and Engineering 	
Chemical Engineering Technology Cambrian College of Applied Arts and Technology	Environmental

INTERESTS AND INDUSTRY ASSOCIATIONS

- Gardening, cooking, hiking, travel, boating and off grid living.
- Chair of Northeastern CMP (Canadian Mineral Processors division of CIM) 2013 – 2017
- Chair Central Ontario CMP 2014 – 2017.
- Member of National CMP executive 2017 – 2019.
- Developed and delivered a short course “Water Treatment for Mineral Processors” at the 2015 National CMP conference.
- Delivered short course at Central Ontario CMP in 2017.