



Vice President of Business Development – 10FOLD Group

This executive search is conducted by Nelson/Kraft & Associates on behalf of 10FOLD Group

EXECUTIVE SUMMARY

10FOLD Group is seeking a motivated and seasoned business leader to join their team as Vice President of Business Development (VP BD).

The VP BD is an executive-level role focused on driving strategic growth across 10FOLD's four operating companies. Reporting directly to the CEO, the VP BD will develop and execute group-wide commercial strategies, targeting profitable expansion in core sectors (e.g. oil and gas) while penetrating new markets (e.g. mining, construction). This role collaborates with the executive team to identify high impact opportunities, such as partnerships, joint ventures, and acquisitions, and provides strategic oversight to market directors. The VP BD blends visionary planning with hands-on execution, ensuring alignment with 10FOLD's values of Character, Relationships, and Performance.

If you are a business executive with exceptional strategic thinking, analytical skills, and mentorship abilities, we would love to connect with you.

POSITION SUMMARY

The VP BD will shape 10FOLD's revenue and profitability growth by developing a cohesive business development strategy, enhancing cross-company synergies, and leading high-level deals. This role will empower the sales and marketing teams, led by the VP Sales & Marketing, by providing strategic direction, while focusing on enterprise-level initiatives like acquiring strategic assets (e.g. rail spur facilities) to support long-term growth. The VP BD will build robust pipelines, foster innovation-driven growth, and ensure sustainable profitability across Canada and the U.S.

OUR COMPANIES

EVERGREEN SOLUTIONS

With a focus on customization and sustainability, Evergreen Solutions delivers high performing solutions, specializing in:

- Customized chemistries
- Safety innovation

- Clean technology

LARANJA CHEMICAL CORPORATION

Laranja Chemical Corporation offers a wide range of chemical products across multiple industries. We pride ourselves on quality, reliability, and an unwavering commitment to serving our clients with excellence. Specializing in:

- Chemical distribution
- Tailored supply
- Strategic sourcing

VERDECHEM TECHNOLOGIES

Specializing in precision solutions for the oilfield industry, VerdeChem Technologies is known for its efficiency in tackling the toughest challenges. Specializing in:

- Wet gas production
- Downhole and process treatment chemistries
- Scale inhibitors, demulsifiers, anti-foulants, and paraffin control products

CHINOOK CHEMICAL CORPORATION

Chinook Chemical Corporation is a US corporation delivering innovative chemical solutions for American industries. Headquartered in Tyler, Texas, with semi-autonomous operations under the 10FOLD Group, Chinook focuses on tailored products and partnerships. Specializing in:

- Specialty chemical solutions
- Oil & gas applications
- Industrial distribution

QUALIFICATIONS

- 10+ years of progressive business development leadership in high-growth industries (e.g. oil and gas, mining, chemicals).
- Proven expertise in leading strategic deals (e.g. acquisitions, partnerships) from identification to integration.
- Strong U.S. business acumen, including regulatory knowledge and cross-border dealmaking.

- Track record of driving multimillion-dollar revenue growth through strategic initiatives.
- Exceptional strategic thinking, analytical skills, and ability to mentor diverse teams.
- Bachelor's degree in business, engineering, or a related field; MBA or advanced certifications, preferred.
- High integrity and passion for aligning business development with 10FOLD's values.

Location: Greater Calgary Area (Okotoks, AB)

Application Deadline: November 14, 2025

Start Date: December 2025

APPLY online at nelsonandkraft.com/jobs with your cover letter and resume. You must be eligible to work in Canada.

ABOUT US

[Nelson/Kraft & Associates Inc.](#) is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position. Nelson/Kraft & Associates Inc. is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.