



**Job Title:** Chief Executive Officer

**Location:** Houston, TX

**Reports To:** WJTA Board of Directors, Birenbaum & Associates Leadership

**Overview:** The CEO of the Waterjet Technology Association (WJTA) is responsible for the overall strategic, operational, and financial management of the association in conjunction with Birenbaum & Associates. This role involves leading initiatives to promote the growth and development of waterjet technology, supporting members, and advancing industry standards. This role will also lead the transition from the WJTA to the Industrial Cleaning Technology Association.

**Industry Key Stakeholders:** Contractors, OEMs, Asset/Facility Owners, Trainers, and other suppliers/distributors.

### **Key Responsibilities**

#### **Financial Oversight**

- Develop and manage the annual budget in conjunction with Birenbaum and Associates.
- Ensure the financial health and sustainability of the association through prudent fiscal management.

#### **Leadership and Strategy**

- Develop and implement strategic plans in collaboration with the Board of Directors.
- Provide visionary leadership to advance WJTA's and eventually ICTA's vision, mission, strategy, and goals.

#### **Membership Growth and Revenue Generation**

- Develop and implement strategies to increase membership and expand the association's reach with a specific focus on building Asset/Facility Owner membership.
- Identify and pursue new streams of revenue, including sponsorships, partnerships, grants, and innovative programs.
- Enhance the value proposition for members by introducing new services, resources, and benefits.
- Enhance member engagement and satisfaction.
- Develop and implement initiatives to attract new members and retain existing ones.

#### **Training and Certification**

- Oversee the development and implementation of training and certification programs.
- Ensure programs are up-to-date with the latest industry standards and technological advancements.

- Promote the certification program to enhance professional development and industry recognition for members.

### **Standards and Safety**

- Develop, advance and promote industry standards and best practices, ensuring the WJTA/ICTA is the gold standard.
- Work with key stakeholders to increase adoption of safety standards and best practices, especially with Asset/Facility Owners.
- Ensure that WJTA remains at the forefront of safety and technological advancements in industrial cleaning technology.

### **Advocacy and Outreach**

- Represent WJTA/ICTA in industry forums, conferences, and with regulatory bodies.
- Advocate for the interests of the waterjet technology industry at local, national, and international levels.

### **Communication and Marketing**

- Oversee the development and execution of marketing and communication strategies in conjunction with Birenbaum and Associates.
- Promote WJTA's activities, publications, and events to a broader audience in conjunction with Birenbaum and Associates.

### **Event Management**

- Partner with Birenbaum and Associates to plan and execute the WJTA Conference and Expo and biennial Golf Tournament.
- Ensure high-quality programming that meets the needs of members and industry stakeholders.

### **Qualifications**

- Bachelor's degree in business administration, engineering, or a related field preferred.
- Minimum of 10 years of experience in a leadership role within a professional association or relevant industry.
- Strong financial acumen and experience in budget management.
- Excellent communication, negotiation, and interpersonal skills.
- Proven ability to develop and implement strategic plans.
- Proven project management ability.
- Familiarity with waterjet technology or related industries is a plus.

### **Application Process**

Interested candidates may apply through [LinkedIn](#) or submit a resume, cover letter, and references to [resume@birenbaum.org](mailto:resume@birenbaum.org) by March 1.

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**About WJTA:** The Waterjet Technology Association (WJTA) is dedicated to promoting the safe and effective use of waterjet technology in various industries. WJTA provides its members with resources, education, and networking opportunities to advance the industry and enhance professional development.

For more information, visit [WJTA Website](#).