



Biography

Dow Water & Process Solutions
Edina, Minn.



Snehal Desai
Global Business Director
Dow Water & Process Solutions

Snehal Desai is the global business director for **Dow Water & Process Solutions**, a leader in sustainable separation and purification technologies, representing revenue of approximately \$1 billion. In his role, Desai is responsible for developing and implementing the growth strategy for the business and leading the approximately 1,700 employees worldwide.

With industry-leading products, extensive expertise and experience in a broad range of water treatment applications, Dow is leading the discussion about critical issues related to water, food, pharmaceutical and energy resources with Desai at the forefront. Desai has more than 25 years of increasing leadership responsibility experience in the sales, marketing and business development of water, plastics, chemicals and renewable materials.

From 2008 to 2010, he led commercial and business development for Segetis, a startup focused on developing novel bio-based chemicals, and from 2003 to 2008, served as the vice president and chief marketing officer of NatureWorks LLC, the first company to offer a family of commercially available low-carbon-footprint polymers. In this role, Desai led strategic development and global execution of the marketing, sales and development teams for the company resulting in impressive growth.

Highlighting his collaborative spirit, Desai is a founding member and past Chairman of the Board and Executive Committee member of the Association of Strategic Alliance Professionals (A.S.A.P.), and has held a variety of leadership positions there since 1998. He is also the Minnesota chapter president of The CMO Club, helping support the Club's mission to promote the exchange of ideas among CMO's and senior marketing heads.

From 1988-2003 Desai held various positions with the Dow Chemical Company in sales, marketing, business development and TS&D in the Specialty Chemicals, Plastics, E-Business and New Business Growth divisions.

He received bachelor's degrees in chemistry and chemical engineering from the University of Michigan and an M.B.A. from the Kellogg Graduate School of Management at Northwestern University.