

Jackson Switzer Bio

Jackson joined Redwood Materials a year and a half ago and is currently a Senior Director of Business Development. At Redwood, Jackson leads business development of recycled products, including cathode and anode battery materials. Prior to Redwood, Jackson spent over 7 years at Albemarle Corporation, the world's largest lithium mining and refining company, based in North Carolina. At Albemarle, Jackson held numerous roles spanning business management to engineering. Jackson has a technical background, completing a BS in Chemistry at the University of Alabama and a PhD in Chemical Engineering at Georgia Tech. Jackson also holds a MS in Strategic Intelligence from the National Intelligence University in Washington, DC, where he spent time working for the Department of Defense.

JACKSON SWITZER

Passionate about advancing electrification through growth of sustainable raw material solutions.

WORK EXPERIENCE

Redwood Materials

2020-present

Senior Director – Business Development – *Carson City, NV*

- Partnership development for end-of-life battery collection and recycling
- Battery materials business development and sales for cathode active material and copper foil production
- Identification and evaluation of strategic corporate growth opportunities globally (M&A, partnerships)

Albemarle Corporation

2013-2020

Global Product Manager – Lithium Metal Anodes and Electrolyte Salts – *Charlotte, NC*

- Responsible for pricing, cost management, and growth of \$40MM battery materials business
- Accountable for aligning intercontinental functions spanning R&D, production, logistics, and sales
- Key participant in customer-facing commercial contract negotiations on supply and quality

New Business Development – Lithium Battery Recycling – *Charlotte, NC*

- Developed business case for \$100MM+ opportunity – defined scope and value proposition
- Led due diligence, risk analysis, and term sheet development for \$5MM technology M&A venture
- Forecasted annual volumes, financial impact (NPV / IRR / ROTC), and critical project milestones
- Conducted market trend analysis including battery value chain, competitors, and new technologies

Productivity Specialist / Production Engineer – *Kings Mountain, NC*

- Managed daily operations engineering of 5 kmT/yr lithium battery material salts plant
- Coordinated implementation of multiple improvement projects with cross-functional international teams
- Led R&D and engineering team to increase production yield by 10%, saving \$1MM+/yr

Senior Process Development Engineer – *Baton Rouge, LA*

- Developed patent-pending lithium concentration process, eliminating \$10MM in projected commercial costs
- Designed \$2MM lithium-recovery continuous pilot plant and negotiated equipment selection and siting
- Constructed bill of materials and speculative cost sheet with financial pro forma model for commercial case

U.S. Defense Intelligence Agency, Intelligence Analyst – *Washington, DC*

2008

- Used detailed analysis to identify potential threats to national security

Internships – NOAA, 2007, Naval Research Laboratory, 2006

EDUCATION

MBA – **University of North Carolina at Charlotte** – 2019

GPA: 4.0

- One of three recipients of competitive Belk College of Business Ambassador Scholarship

PhD – **Georgia Institute of Technology**, Chemical Engineering – 2013

GPA: 3.4

- Invented new technologies to solve real-world challenges for ConocoPhillips, Dow, and DOE

MS – **National Intelligence University**, Strategic Intelligence – 2009

GPA: 3.9

- Selected as one of eight civilians nationwide to attend as a Defense Intelligence Scholar

BS – **University of Alabama**, Chemistry – 2008

GPA: 4.0

- *USA Today* Academic All-American, Goldwater Scholar, NOAA Hollings Scholar

www.linkedin.com/in/JacksonSwitzer