



Japan CCS Forum 2024

第一部 / Part I 講演 7 / Session 7

Patricia Loria

**Vice President of Business Development
CarbonCapture Inc.**

EDUCATION

Institution and Location	Major Area	Degree	Completion Date
Virginia Tech	Energy & Natural Resources	MNR	2017
Darden School – University of Virginia	Business Administration	MBA	1998
University of Virginia	Economics & Foreign Affairs	BA	1993

PROFESSIONAL EXPERIENCE

2022 - Present **Vice President of Business Development, CarbonCapture Inc.** Responsibilities include driving the growth of the company through corporate sales, grants, partnerships, product development, and stakeholder engagement. Manage key project execution with partners to bring CarbonCapture Inc.'s technology to market as well as develop partnerships for host site, sequestration, utilization offtakes and more. Engage stakeholders in the public and private sector to support direct air capture as a key carbon removal technology to mitigate catastrophic climate change and driving growth of carbon removal credits in the compliance and voluntary carbon markets.

2021 - 2022 **Director of External Affairs, CarbonCapture Inc.** Responsibilities include facilitating the growth of the company through grants, partnerships, and stakeholder engagement. Engage stakeholders in the public and private sector to support direct air capture as a key carbon removal technology to mitigate catastrophic climate change.



- 2018 - 2021** **Senior Client Engagement Lead, Global CCS Institute.** Primary responsibility was to advance deployment of carbon capture globally. Cultivated relationships with companies in the energy and industrial sectors that need carbon capture, utilization, and storage (CCUS) for a clean energy transition to net-zero 2050, as well as technology companies and financial institutions that are necessary enablers. Delivered customized requests for corporations from project support, reports, subject matter expertise, and convenings, for all aspects of CCUS from policy, storage, financing, technology, etc., and facilitated connections with global CCUS players worldwide.
- 2015 - 2018** **Senior Marketing Manager, Clements Worldwide.** Generated demand for the commercial insurance product line for a small broker that focuses on high-risk international clients while managing a team of marketing professionals.
- 2010 - 2014** **Manager of Marketing and Business Development, Mines Advisory Group.** Developed segmentation and market generation/ awareness plan focused on low-cost pull marketing for an international NGO working in conflict-affected countries, with the majority of funding coming from the U.S. Department of State.
- 2007 - 2010** **Principal Consultant, Philliou Selwanes Partners.** Worked with clients to strategize, quantify, and launch new solutions, using competitive analysis and research to assess buyer needs and determine product features and marketing mix in the healthcare and insurance space.
- 2005 - 2007** **Vice President, Product & Marketing Leader, Unitedhealth Group.** Owned P&L for \$150 million revenue business as well as product strategies, roadmaps with segmentation and market opportunity analysis, marketing execution, and competitive intelligence.
- 2000 - 2005** **Vice President, Global Product Development, Mastercard International.** Planned and executed a \$5 million product development and marketing budget while managing the P&L for the commercial line segment.