

Career profile and ambition Pieter de Vries

Early in my career I decided to pursue B2B marketing, sales and management positions in specialty chemicals (surfactants, specialties for the cosmetic and pharmaceutical industries). Having a commercial background, I have received wide recognition for my technical skills in my chosen field of work.

In my most recent positions I have been successfully managing a large international distributor network, including the customer base of distributors. At Noveon I dealt with customers in the Benelux on a direct basis; at Nalco I deal with (multinational) customers in Germany on a direct basis.

I have gained vast experience in initiating, managing and commercializing complex projects in culturally diverse environments. I am capable of building and maintaining strong professional relationships and bringing out the best in teams. I am a conceptual thinker who can quickly assess problems and translate this assessment into a structured approach to a solution. I am also a flexible, mature and strategically strong commercial sales manager who is able to communicate on all levels (management, R&D and commercial) within varied organizations.

My ambition is to continue to work for a leading specialty chemical company, in a commercial management position. The challenge of a complex international business environment offering technically advanced products and solutions is one in which I thrive.

Currently I am based close to Amsterdam, which has always proven to be a good base for international travel, but I am more than willing to relocate should any future career move deem this necessary.

Curriculum Vitae

Personal details

Surname	de Vries
Christian name	Pieter
Address	Leeuwerikstraat 41
Postal Code	1171 TW
Place	Badhoevedorp
Country	Netherlands
Telephone	+31 20 4490705
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Date & Place of Birth	6 th July 1964, Haarlemmermeer (Netherlands)
Marital status	divorced
Children	2

Education & Training (relevant)

1985 – 1989	HEAO / Business School	Utrecht, NL
	Bachelor degree in economics	
	Major courses: Consumer & Industrial Marketing, Accounting, Management, General Economics and Communicative Skills.	
1991 – 1993	2 courses basic chemistry	Amsterdam, NL

Military Service

1984 – 1985 Seedorf, Germany

Work History (relevant)

Since 01-2006	Nalco Europe, Performance Cosmetics Group Senior Account Manager Germany, Benelux, Scandinavia & Finland, Eastern Europe, Israel & Turkey Sales of specialty polymers for Personal Care, Pharmaceutical & Home Care applications
05-1999 – 12-2005	BFGoodrich Performance Materials (now Noveon/Lubrizol), Brussels (B) Area Sales Manager Benelux / Scandinavia & Finland / Africa Middle East & Turkey. Sales of specialty chemicals for Personal Care, Pharmaceutical & Home Care applications
09-1996 – 04-1999	BFGoodrich Performance Materials (now Noveon Inc.), The Hague (NL) & Brussels (B) Senior Sales Specialist Benelux, Scandinavia & Finland Sales of specialty chemicals for Personal Care, Pharmaceutical & Home Care applications
09-1995 – 09-1996	Chemelco Int. B.V., Bunschoten (NL) Marketing & Sales Manager, export of chemicals mainly from Europe to the Caribbean and Central America (purchasing, sales, logistics and internal organisation)
03-1990 – 08-1995	Hüls-Nederland B.V., Breukelen (NL) Junior Account Manager - organisation of sales and the actual sales of commodity and specialty chemicals for the cosmetic & detergent industry; mainly surfactants
08-1989 – 12-1990	Henkel KGaA, Düsseldorf (D) Trainee: work experience & courses oleochemistry

<u>Languages</u>	<u>Spoken</u>	<u>Written</u>
Dutch	Fluent	Fluent
English	Fluent	Fluent
German	Fluent	Fluent
French	Poor	Poor