

Curriculum Vitae

Personal

Axel Simon van der Graaf
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The Netherlands

Place and date of birth: Oegstgeest, Netherlands, March 18th, 1979
Marital status: married
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Employment History

Aako BV, Leusden (chemical distribution agent) 01/2010 – present
Sales & Marketing Manager, Personal Care, Hair Care and Sun Care Europe

- New business development for the European sunscreen market; supplier/product selection and customer identification.
- Responsible for a better marketing and penetration of UV-filters throughout Europe.
- Negotiation on a global basis with multinational companies for a long-term commitment.
- Liaising with and travelling to Asian suppliers and looking for new sources.
- Overseeing international sales and logistics procedures.
- Reporting to the managing director on the market movements, sales figures and new opportunities.
- Following market trends and regulation issues by visiting different exhibitions and subscribing to different market associations.

Aako BV, Leusden (chemical distribution agent) 01/2008 – 12/2009
Sales Manager, Aroma Chemicals Europe

- Responsible for a better market penetration of aroma chemicals throughout Europe.
- Liaising with and travelling to Asian and Israeli suppliers and looking for new sources.
- Overseeing international sales and logistics procedures.
- Reporting to the managing director on the market movements, sales figures and new opportunities.
- Building up and maintaining relations in the Aroma market between suppliers and customers.
- New business development for the European sunscreen market from scratch.

Integrated Chemicals Specialties, Lisse (chemical distribution agent) 02/2005 – 12/2007
Unit Manager of Personal Care, Household and I&I

- Responsible for sales and new business developments of specialty ingredients for the personal care, household and I&I cleaning market in the Benelux.
- Closely working with different worldwide suppliers of specialty ingredients and raw materials so as to improve the business and keep it growing.
- Establishing long-term relations with customers to support them in introducing improved and innovative products on-to the market.
- Following market trends and regulation issues by visiting different exhibitions and subscribing to different market associations.

Wilten Instrumenten, Etten-Leur 04/2004 – 01/2005
Sales Engineer (commercial representative)

Responsible for sales and providing solutions for the total range of laboratory instruments in the field of (petro-)chemistry, agro and food, biotech and life science.

Employment History

<i>Ondeo Nalco, Tilburg</i>	<i>11/2002 – 9/2003</i>
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Application Engineer (technical representative)

Control of technical and chemical processes in the field of process and waste-water.

Responsible for improvements concerning data management and process control for various contractors in petrochemistry (Botlek, Rotterdam).

<i>Ondeo Nalco/Aquazur, Bergen op Zoom</i>	<i>9/2001 – 7/2002</i>
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Graduation Paper

Title: Assay of new company activities to the market

- Research into the current market of chemical cleansing and water hygiene
- Research into the competition on the market of legionella risk inventory

<i>Nalco Europe B.V., Oegstgeest</i>	<i>9/1998 – 6/1999</i>
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Internship MBO

Various laboratory activities in the field of water analysis.

Education

<i>Saxion Hogeschool IJsselland, Deventer</i>	<i>3/2004</i>
Bachelor of Applied Science and Commerce	

<i>Regionaal Opleidings Centrum, Leiden</i>	<i>6/1999</i>
MBO Chemical laboratory technique	

<i>VSO St Paul, The Hague</i>	<i>6/1995</i>
Mavo-D	

Language skills

Dutch:	native
English:	fluent
German:	proficient

Certificates

English business skills, Talengroep Baarn	<i>9/2009</i>
Properties of ingredients in Personal Care, Lahnstein, Germany	<i>10/2006</i>
Properties of ingredients in Household and I&I, Lahnstein, Germany	<i>11/2005</i>
Safety on Site, Tilburg	<i>1/2003</i>
Safety, Health and Environment Checklist Contractors (SCC), The Hague	<i>10/2002</i>
Actor management, Deventer	<i>4/2001</i>
General entrepreneurs skills (AOV), Deventer	<i>2/2000</i>
Microsoft Office training, Deventer	<i>11/1999</i>
Safe driving skills, Rijssen	<i>7/1999</i>
Drivers License B, Leiden	<i>1/1998</i>

Profile

Direct, open minded, executive, persuasive, ambitious, organizing.

Hobbies

Squash, cooking, internet.