

CURRICULUM VITAE

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Education

- Dec 2008: **Executive Master in Business Administration**
Rotterdam School of Management. Erasmus university, Rotterdam (NL)
- May 1998: **Master Chemical Engineering degree**
University of Rome "La Sapienza" (IT)
Final result: 102/110
- Jan. '96-Jun. '96: Scholarship (Erasmus) in the Newcastle University – UK
- Sep. 1995: Scholarship in the KTH, Stocholm - Sweden
- Jul. 1987: **High school "diploma"**
Scientific Lyceum "G. Castelnuovo", Rome (IT)
Final Result: 48/60

Professional Experience

- Feb. '09-Now: **Regional Business manager FCC additives and Catalyst (VGO Segment)**
ALBEMARLE catalysts
Responsible for the region EMEAI (Europe, Middle East, Africa, India).
Current Key Customers: ExxonMobil, Total, ConocoPhillips - **Europe**;
Qatar Petroleum, Samref, KNPC - **Middle East**; Chevron, Engen – **Africa**;
Reliance, IOCL – **India**; Bashneft - **FSU**

Job description:

- **Leader of “Acquisition teams”.**
Each team is individually created to focus resources and energies in the acquisition of target accounts (generally 2-3 each year). My role is to create and lead the team throughout the entire acquisition process. A Standard team is composed by: Business manager, Account manager, Technical Services representative, Technical Specialist, R&D and plant Technologist.
- Accountable for price, volume and business performance in the region.
- Responsible for the establishment and realization of the budgets
- Responsible for the implementation of the regional business strategy
- Run “day-to-day” business (i.e. market analysis; product positioning; competitive intelligence)

- Jan. '07-Jan. '09: **Account manager**
ALBEMARLE catalysts
Responsible for global and European accounts
Key Customers: TOTAL, Petroplus, MOL

Job description:

- Responsible for the realization and execution of the Sales Plan
- Key role in “Acquisition Teams” for target accounts
- Establish and maintain customer relationships
- Development and maintenance of long and short term business opportunities
- Development of the opportunities pipeline

- **Jan. '05-Dec. '06: HPC Senior Technical Sales Representative**
ALBEMARLE catalysts (ex AKZO NOBEL catalysts)
Responsible for European Key accounts (TOTAL, Petroplus)

Job description:

- Competitive intelligence
- Support Sales in the definition of the sales plan
- Support Junior Technical Sales Representatives
- Technical training

- **Jan. '03-Dec. '04: HPC Technical Service Representative**
AKZO NOBEL catalysts
Responsible for all refineries in Scandinavia and Germany.

Job description:

- Support Sales in the execution of the sales plan
- Technical support to customers
- Model development

- **Jan. '01-Dec. '02: Senior process Engineer**
TOTAL Antwerp refinery
Responsible for “Production Center 3” and HPC Catalyst selection.

Job description:

- Production units monitoring and troubleshooting
- Process simulation
- Revamping projects
- Supervisor function for units shut down & start up

- **Jun. '98-Dec '00: Process Engineer**
TOTAL Rome refinery

Job description:

- In charge of the “Advanced Control system (DMCplus)” management
- Production units monitoring
- Process simulation
- Troubleshooting
- Operation dept. assistance for units shut down & start up
- Process inspection during turn around

- **May '97-May '98: Working stage for the “api S.p.A.” oil company.**
One year working program as part of the chemical eng. degree final project.

- **Nov. '96-Apr '97: Employed in “Paris S.r.l flowers wholesale”.**
(during university period) **Job description:** Responsible of the Rome city center selling point

- **Sept. '87-Dec. '95: Employed in the "RIFE S.a.s. food wholesale"**
(during university period) **Job description:**
 - Commercial agent
 - Warehouse optimisation
 - Customers recruiting

Professional Training

- October 2009: *“Extraordinary Leadership”* - Albemarle Leadership Academy
- April 2008: *“Finance for non financial Managers”* – IAG- School of Management
- October 2007: *“Negotiation Coaching”* – Jim Camp Method
- May 2006: *“Effective Negotiation”* – Karras Worldwide
- April 2004: *“Supply Chain Management”* – Impruvium
- March 2004: *“Sales Cycle Management”* - meaVota
- April 2003: *“Project Management”* – P⁽²⁾ managers
- May 2002: *“Hydroprocessing Catalyst seminar”* – Chevron/Grace Davidson
- March 2002: *“Refining Economics”* - ENSPM
- November 2001: *“Hydroprocessing”* - Akzo Nobel
- October 2001: *“Revamps & Troubleshooting”* - N. Liebermann
- September 2001: *“Burners design and combustion optimization”* - John Zink
- October 2000: *“Control de Procedes”* - ENSPM
- October 2000: *“ISRS loss control system”* - Det Norske Veritas
- September 2000: *“PRO II process simulator”* - SIMSCI
- June 2000: *“Fired Heater Design”* - UOP
- March 2000: *“Thermal cracking process”* - Shell Global Solutions
- June 1999: *“DMCplus, Multivariable Control Software”* - AspenTech
- July 1998: *“EBRS/I, Batch Record management”* - Andersen Consulting
- September 1997: *“RPMS LP modelling system”* - Bonner & Moore

Honours & Awards

- 1996: **Erasmus Scholarship** - Newcastle University (UK)
- 1995: **Environmental Technology Scholarship** - KTH, Stockholm (Sweden)
- 1989: **Silver Medal Ski** (specialty Giant slalom) - National University Competition
- 1988: **Winner Kick Boxing competition** - Regional Competition
- 1987: **Winner Italian championship Karate** - National Competition

Extra Curricular Activities

- **Founding member of the European student association BEST** (Board European Student of Technology).

Aim of this not profitable association is to connect engineering faculties all over Europe and promote a stable and profitable link between students and private companies.

- 1997: Responsible of the fund raising and the stage program.
- 1995: Summer course responsible
- 1994: Responsible of the relationship within the association and the university

- **Cooperation with the educational department of ENEL** (Italian Energy Distribution Company).

Aim of this organization is to promote the learning of foreign languages.

- 2001: Coordinator of the group leaders in the USA
- 2000: Chef group leaders in the American institute of arts, NY - USA
- 1996: Group leader in the Brookes university, Oxford - UK

Languages

- **ITALIAN** **Mother tongue**
- **ENGLISH** **Fluent**
- **FRENCH** **Fluent**
- **DUTCH** **Conversational**
- **SPANISH** **Basic**

Computer skills

- **Generic tools:** *Excel; Word; Power Point* (Microsoft)
- **Optimisation tools:** *DMCplus* (Aspentech); *EBRS/I* (Accenture)
- **CRM tool:** *Siebel* (Siebel); SFDC (SalesForce.com)
- **Proc. Simul. tools:** *PRO II* (SIMSCI); *Hysys* (Hyprotec)

Interests

- **Squash** Captain of a team playing 2nd division regional competition – North Holland
- **Golf:** Certified under the Dutch Golf Organization (GVB)
- **Scuba diving** Certified PADI Open Water
- **Hobbies:** International travelling; Photography, Cooking