



Candidate No.: 15527

PERSONAL DETAILS

Location: USA – internationally mobile

QUALIFICATIONS

Ph.D.
B.Eng. (Hons) Materials Science and Engineering

CAREER SUMMARY

June 2017– To Date Present Company

Position: Regional Sales Manager – Licensing & Catalyst (South East Asia, Europe and CIS)

Responsible for technology licensing, catalyst, resin and equipment sales to clients with EO/EG, (Bio) Ethanol-to-Ethylene and EO Derivative facilities in South East Asia, Europe and CIS. Working as a member of a multi-disciplinary team involving Engineering, Technical Service, Manufacturing, Legal and R&D to ensure the technical and commercial commitments to customers are achieved.

2003 – 2017 Previous Company

September 2012 – June 2017

Position: Regional Sales Manager (United Arab Emirates & Sultanate of Oman)

Responsible for the sale of licensed technologies and process equipment to state and privately owned Refining and Petrochemical companies in the UAE and Oman. Required to develop and maintain good working relationships with key technical & commercial personnel in the customer's project execution and procurement departments. This is in addition to managing local representatives and liaising with engineering contractors and industry consulting groups. Accountable for sales revenue and margin targets within budgeted expense and pricing guidelines for the account region consistent with the overall P&L objectives. Participate in internal proposal review and pricing strategy meetings to ensure equipment opportunities are identified and developed from the initial stages of the project.

January 2011 – September 2012

Position: Product Manager (EMEACIS)

Catalyst Adsorbents & Specialties

Contribute to the development and application of corporate Strategic Plan (STRAP) based on the knowledge of regional needs and drivers. Regional Market Launch Plans and Product Strategy implementations - Lead the activities to analyze/evaluate the EMEACIS Market in order to develop regional strategies for Share of Demand retention/improvement which are in line with corporate objective and strategies. Assume primary responsibility to implement the launch market plans for product families. Develop presentations and sales tools for new products / offerings to assist the Sales

Department in selling the CA&S product portfolio. These tools would address broad market needs or approaches as opposed to specific customer events

Develop and maintain price guidelines for the EMEACIS region. Monitor and analyze the compliance to the pricing process by sales, introduce initiatives to drive price increase policies. Lead the tolling process for the company's products for supply chain and sales. Lead the tolling process for the company and ensure tolling compliance for the manufacture of Catalysts for EMEACIS, transfer pricing and reporting into Tax the unrelated revenues and margins from resulting product sales. Manage waiver process and resolve quality issues

December 2006 – January 2011

Position: Regional Sales Manager (GCC)

Catalyst Adsorbents & Specialties

Accountable for Catalyst and Adsorbent sales to both the state and privately owned Refining and Petrochemical companies in Qatar, Oman, Saudi Arabia, Bahrain and UAE. The revenue for these customers was approx. US\$ 19 MM per annum, with sales managed through individual customer plans, a contact management database and SAP business forecaster. In addition to working independently, it is important to act as an effective member of a multi-disciplinary team involving R&D, Service, Legal and Manufacturing, to ensure the technical and commercial product deliverables are achieved. In addition, the role requires effective partnering with local agents and distributors.

December 2003 – December 2006

Position: Technical Specialist – Naphtha Technologies (EMEACIS)

Responsible for the execution naphtha technical support assignments for the Catalyst and Adsorbents group's activities in Europe, Africa and the Middle East. This position coordinates all Service issues related to catalyst sales including: the development of project specific sales strategies; the preparation of Technical Proposals and Presentations for the company's Platforming and Isomerisation technologies; participation in customer discussions to provide technical support and develop an understanding of the customer's expectations; and the establishment of guarantee limitation guidelines.

February 1998 - December 2003 Previous Company

A UK distributor of minerals, chemicals and catalysts.

February 1999 – December 2003

Position: Business Manager – Process Chemicals & Catalysts

The company acts a technical consultant distributor focussing and specialized areas of application. Principals included 3M, BASF, TOSOH and Porocel.

February 1998 – February 1999

Position: Marketing Manager

Assistant to the Lawrence Industries' Directors and the group Chief Executive, preparing and presenting marketing and research on potential new products and sales areas. The desire for a customer focussed role and to help drive the company forward resulted in a transition to sales.

October 1994 - February 1998

Position: Postgraduate Training Partnership

Cookson Technology Centre, Oxford, UK & University of Leeds

University of Leeds postgraduate working full-time at the Cookson Technology Centre, Oxford, UK for a Ph.D.

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Registered in England.
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COMMENT

He is a self-motivated and achievement orientated professional. Able to work effectively at all levels individually or as part of a team. Demonstrating both good communication and interpersonal skills. 6-Sigma Green Belt Certified.

- Account Planning & Miller-Heiman
- 2014 President's Club for Performance Materials and Technologies
- Member of the team which developed the 10 year strategic plan for the GCC.

For further information please contact Julie Smith on 01695 570 696 or email Julie.smith@johnston-verere.co.uk

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