

# *Curriculum Vitae*

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## **Dean Cooper**

### ***Personal Information***

Address:	c/o UOP CH Sarl ZA La Piece 16 Rolle, Switzerland CH-1180	Nationality:	United Kingdom
		Date of Birth:	18 <sup>th</sup> April 1973
		Status:	Married
		Driving Licence:	Yes
Telephone:	+41 789 100 317	E-mail:	Dean.Cooper@uop.com

### ***Personal Profile***

I am a self motivated and achievement orientated professional. Able to work effectively at all levels individually or as part of a team, and demonstrating both good communication and interpersonal skills.

### ***Career History***

**Position: Product Manager (EMEA)**  
**Catalyst Adsorbents & Specialties (CA&S)**  
**UOP CH Sarl, Rolle, Switzerland**  
Date

January 2011 – To

Leading and ensuring compliance for the UOPCH Tolling Team for the manufacture of Catalysts for EMEA, transfer pricing and reporting into Tax the unrelated revenues and margins from resulting product sales. In addition, accountable for managing the STRAP process for UOPCH covering the Long Term Forecast review with Sales, reconciling the forecast with the Product Line Managers in Des Plaines and leading the development of the regional strategies. Stand alone projects include (i) impact on UOP of Axens' local catalyst plant in Saudi Arabia (ii) assessment of UOP adsorbent manufacturing in the GCC (iii) adsorbent potential in the STANS for the natural gas and ethylene markets (iv) identifying business at risk owing to political stability in north Africa and the natural disaster in Japan and (v) early CCR catalyst reload.

**Position: Regional Sales (GCC)**  
**Catalyst Adsorbents & Specialties (CA&S)**  
**UOP Middle East Company, Dubai, UAE**

December 2006 – December 2010

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.

**Position: CA&S Technical Specialist – Naphtha Technologies**  
**UOP Ltd, Guildford, Surrey, UK**  
2006

December 2003 – December

Responsible for the execution of substantial and varied naphtha technical support assignments for the Catalyst Adsorbents and Specialties 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 UOP 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.

**Position: Business Manager – Process Chemicals & Catalysts**  
**Lawrence Industries, Tamworth, Staffs, UK**  
2003

February 1999 – December

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Lawrence Industries is a UK distributor of minerals, chemicals and catalysts. The company acts a technical consultant distributor focussing and specialized areas of application. Principals included 3M, BASF, TOSOH and Porocel.

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**Position: Marketing Manager**

**Lawrence Industries, Tamworth, Staffs, UK**  
1999

February 1998 – February

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.

**Position: Postgraduate Training Partnership**

**Cookson Technology Centre & University of Leeds**  
1998

October 1994 - February

A university of Leeds postgraduate working full time at the Cookson Technology Centre, UK, studying for a PhD.

## **EDUCATION**

**Cookson Technology Centre & University of Leeds**  
1998

October 1994 - February

**Ph.D.:** "Novel Processing Routes to Temperature Stable Dielectric Composites".

A Postgraduate Training Partnership (PTP), funded by the University of Leeds and Cookson Group Plc. Allows for innovative and commercially relevant research to be completed by postgraduates whilst working full time in industry.

**University of Leeds, West Yorkshire**

October 1991 - June 1994

**B. Eng. (Hon):** Degree in Materials Science and Engineering (2.1)

Areas studied - Ferrous and Non- Ferrous metallurgy, Electroceramics, Physical and Chemical Polymer Science and Composites. Modules included Electrical and Mechanical engineering, and Pure and Applied Mathematics.

**Wednesfield High School, West Midlands**  
1991

October 1984 – June

**A Levels:** Mathematics, Physics, Chemistry

**GCSEs:** Mathematics, English Language and Literature, Chemistry, Physics, Geography, Computer Studies, Government, Politics and Law, Design and Communication, and General Studies.

## **KEY POSITIONS AND PROJECTS**

- '03–'06: Member of the CA&S team which developed the 10 year strategic plan for the GCC.
- '06: UOP Productivity and Creativity award for the development of Technical Proposal Templates that could be applied across key UOP technologies.
- '09: 6Sigma Green Belt certified.
- '09 –'10: Member of the UOP Travel Safety Approval Team for Europe, Middle East & Africa.

## **ADDITIONAL INFORMATION**

I am an active person and enjoy visiting the gym and outdoor activities ('09 / '10 MSF - Swim the Burj, '10 NBD Dubai 10 Km, '09 / '10 MSF Vertical Marathon). Hobbies include reading (Biographies and Travel), music (Folk to Indie) and socializing with work colleagues. I enjoy travel and see it as a welcome opportunity to experience new cultures and meet new people.

**Technical and Character referees are available on request.**

**Dean Cooper**