

JULIEN DELMAS

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Working Experience: 12Y in Japan, 3Y in Germany, Technical Sales, Lithium-ion Battery Market (10 years), Speciality Rubber and Plastics, Automotive Market

EDUCATION

ENSCL Degree

Sept 2006-Jun 2009

Lille, France

- Equivalent to a Master's degree
- Engineering courses focused on chemistry
- One year exchange in Japan

Intensive undergraduate preparatory program

Sept 2004- Jun 2006

Bordeaux, France

subject: mathematics, physics, chemistry and biology

Scientific baccalaureate

2004

France

Equivalent to A levels in mathematics, physics, chemistry and biology, passed with distinction

SKILLS

- **Tools** - Microsoft Office, R, *basic skills*: SQL, Git, SAP
- **Technical skills** - Polymer, Lithium Ion Battery Process: slurry preparation, coating, cell and electrochemical evaluation
- **Languages** - *French*: Native, *English*: business (TOEIC, 02/2008, 900/990), *Japanese*: business (JLPT N2, 12/2013, 91/180), *German*: beginner (ZDfB, 06/2007, 60/100)

EXPERIENCE

Zeon Europe GmbH

Jul 2020-Present

Technical Service Chemist

Duesseldorf, DE

- **Main function**: Technical-Sales roles for products and solution for the Lithium Ion Batteries market with a focus on the automotive market
- **Technical**:
 - Product presentation and recommendation (anode, cathode, separator)
 - In-house demonstration or trials at Customers
 - Qualification of product for the automotive market: APQP, PPAP, audit...
 - Internal presentation: monthly internal presentation, product presentation
- **Marketing**: presentation at conference, market watch
- **Sales**: price negotiation, outreach to customer to develop relation and market
- **Logistics**: production and forecast from customer, creation of delivery plan, delivery follow-up
- **Legal**: discussion and negotiation of NDA and sales contracts
- **Teams activities**: organisation weekly teams meeting
- **Project**:
 - Coordinator and main contact person for local production in Europe
 - * Project scheduling and budget
 - * Change management with customer
 - Coordinator and lead for Life Cycle Analysis study in Europe

Zeon Corporation

May 2013-June 2023

Researcher

Kawasaki, JP

- Research mission for the development of binder for the cathode and anode of lithium ion battery
- Coordination and commercialization of aqueous products (binder) for the positive electrode
- Market: automotive market, energy storage system (ESS)
- Technical advice for European customers from the binder utilization (slurry preparation process), electrode formulation to the electrochemical evaluation of the products.
- Technical seminar at customers laboratory to demonstrate products utilization
- Products promotion at international exhibition (Stuttgart, 2016)

Arkema K.K.

Oct. 2009-Dec 2012

Technical Support Engineer

Kyoto, JP

- Technical and development support for Asia-Pacific customer, engineering plastics and processing; long chain polyamide, polyph-talamide, elastomers
- Market: Automotive, Industrial, Consumer, E&E market with prevalence experience in the automotive sector

Arkema K.K.

Oct 2008-March 2009

Engineer Trainee, Fluoropolymer Emulsion

Kyoto, JP

- Formulation of water-borne emulsion, Kynar® Aquatec for coating applications

Biology Institute of Lille

Jul 2007-Aug 2007

Engineer Trainee, Chemistry Laboratory

Lille, FR

- Functionalization of indole derivate with click chemistry reaction

Takasago K.K.

Jul 2006-Aug 2006

Engineer Trainee, Fragrance Laboratory

Kyoto, JP

- Synthesis and evaluation of the cooling effect of a menthol derivate

OTHER INFORMATION AND INTEREST

- Driving licence
- Sport (Tennis), cinema, reading