

Dr. First name Last name place (America) Email address Phone number

Profile

Global business executive with more than 25 years of experience in P&L responsibility, Sales & Marketing, Strategy Development & Execution, Negotiation, Business Development, Profit Improvement, Innovation and Technology.

Growth mindset, strategic thinker, relationship-builder, inspirational team leader, resilient and adaptable, solution focused, results driven, multilingual and intercultural, believes in empowerment and accountability of individual team members, appreciates and drives change in the organization, leads with positivity through difficult times and setbacks.



Positions

2023- present – VP Research, Technology& Innovation - Chemical Company A (Large, Global) - Houston, TX

accountable to drive Research, Innovation, Product portfolio transformation, develop and execute technical strategy for business growth and carbon footprint reduction, manages a global team of 300 in six laboratories, including intellectual property and Product Safety

2020 – 2023 – VP Essential Care business Division - Chemical Company A (Large, Global) - Houston, TX

P&L responsibility of a global business division with major focus on Surfactants, LAB, Alcohol, Esters, Alkanol amines, EO and their sales into Fabric and Home Care, Industrial Cleaning, Personal Care and various other specialty markets. Strategic target is significant overall growth while transforming the business from a product focus to a market focus, and define a road map towards Net Zero carbon intensity. Achieved significant EBITDA growth (from 10-20%)

2021-present Member of the Board of Directors, U.S. Cleaning Industry Association

2018 - 2020 Director Differentiated Market Development, leading the Organic Specialty chemicals area - Chemical Company A (Large, Global) - Houston, TX

Responsible for global Sales and Marketing, Market Development for all products in Oil & Gas, Metalworking & Lubricants, and Agrochemicals as well as for the global Guerbet alcohol and derivatives product portfolio. Leading a commercial team of 35 and a technical team of 60 people. Specific focus on value-based sales, diversifying the customer portfolio for high margin products and growing the share of specialty business in our European, North American and Chinese producing assets.

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2016 – 2018 Sr. Manager Sales and Market Development Global Guerbet Alcohols, Chemical Company A (Large, Global) - Houston, TX

In addition to the existing Oil and Gas business development role I became accountable for pricing, contracts, contribution margin of Guerbet alcohol and derivatives products, market strategy development, product management, guide product development & commercialization, manage growth for capacity expansion. This role was in addition to the one listed below.

2013 - 2018 Sr. Manager Market Development Global Enhanced Oil Recovery, Chemical Company A (Large, Global) - Houston, TX

Start-up business project to develop a new surfactants product portfolio, production, distribution and customer base. Responsible for global marketing of EOR product portfolio, provided strategic framework for product development for EOR, drove product portfolio expansion from low temperature surfactants for ASP flood in Canada to universal formulations with special focus on Middle East and Asia. Build strong relationships with EOR service companies, National Oil companies as well International Oil Companies.

2011-2013 Manager Market Development EMEA - Chemical Company A (Large, Global) – Hamburg

Responsible for sales & marketing for specialty products for Oil field chemicals, Inks, Paints, Coatings, Adhesives, and Phase Change Materials (high purity paraffin), Business Development, guided Sales and Product Development efforts, lead team of market and product developers

2008-2011 Senior Market Analyst to the Executive Team - Chemical Company A (Large, Global) - Hamburg

2007-2008 Global Financial Analyst Organics Division - Chemical Company A (Large, Global) – Bad Homburg

2005-2007 Manager Market Analysis – BU Alcohols & Surfactants - Chemical Company A (Large, Global) – Bad Homburg

2002-2005 Market Research Analyst – Alcohols - Chemical Company A (Large, Global) – Bad Homburg

2000-2002 Product Development Scientist - Alcohols & Surfactants - Chemical Company A (Large, Global) – Austin, TX

1998-2000 Senior Research Chemist - Alcohols, Chemical Company A (Large, Global) – Austin, TX

Education

1998 Ph.D. in Chemistry – Rice University Houston, Texas, USA - GPA 4.0, Summa cum laude

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1993 International DAAD Research Fellow

1992 Diplom (Masters) in Chemistry – Martin Luther Universität Halle-Wittenberg