



ADDRESS

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PERSONAL

Date of Birth: September 10, 1974
Nationality: Dutch

LANGUAGES

Native: Dutch
Fluent: English and German
Basic: Russian

INTERESTS

Sailing, Skiing, Tennis, Hiking

EMPLOYMENT HISTORY

SIMON BOS - STRATEGIC & COMMERCIAL MANAGEMENT (Sept 2020 – present)

- Providing interim and consultancy support in strategic and commercial management.

OWENS CORNING – GLOBAL STRATEGIC ACCOUNT MANAGER (Sept 2011 – June 2020)

Owens Corning Corporation, a Global Fortune 500 company, is a manufacturer of fiberglass and related products.

- Leading and managing thermoplastic fiberglass sales to global multinationals for engineering plastics applications in automotive, electronics and telecommunications which includes:
 - direct report to OC's president and executive team on proposal strategies, negotiation processes and deal formulations with sole execution responsibility.
 - the development and execution of global account strategies, business plans, go-to-market strategies and projects with assigned key account management teams (≥ 10 FTE).
 - building relationships with global key accounts at all levels and provide leadership to the internal organization with respect to key account objectives, strategy and requirements.
 - the design and implementation of a global Key Account Management Framework adopted by the commercial teams within Owens Corning in the different regions.
 - coaching regional sales teams in Europe, China, Korea, Japan and Russia in key account management and strategic account analysis.
 - thorough market analysis, competition benchmarking and analysis of trends and key success factors within the industry.

SEGMENT LEADER LONG FIBERGLASS (Jan 2017 – June 2020)

- Leading and managing the long fiberglass segment in Europe (5 FTE).

EUROPEAN SALES LEADER (Sept 2011 – Dec 2016)

- Leading and managing the EU sales team (3 FTE) with focus on the European sales and growth activities.

SABIC – EUROPEAN MARKETING & SALES LEADER (Nov 2008 – Aug 2011)

SABIC (Saudi Basic Industries Corp), a Global Fortune 500 company, is active in chemicals and intermediates, industrial polymers, fertilizers and metals.

- Leading SABIC's Ethylene Glycols Business in Europe (6 FTE) with total revenues of USD 600 million which includes:
 - 35% CAGR achieved (volumes).
 - direct report to the executive management in Saudi Arabia.
 - the development and execution of strategic business plans, accounts plans, annual budgets and forecasts.
 - restructuring contracts with customers who were experiencing financial difficulties associated with the financial crisis. This required in depth discussions with various stakeholders ranging from customers to insurers.
 - competition benchmarking and analysis of key success factors within the industry.

EXPERTISE

- Business Management
- Strategic Account Management
- Growth
- Negotiation
- (Virtual) Leadership
- Financial Management
- New markets
- Building relationships
- Communication
- Coaching
- Matrix Organizations
- Strategic Analysis

PREVIOUS EXPERIENCE

- **SABIC** – *Sittard, The Netherlands* – **KEY ACCOUNT MANAGER ETHYLENE GLYCOLS** (May 2006 – Oct 2008) –
 - *Regional responsibility: Europe, Russia.*

- **SEKISUI JUSHI** - *Roermond, The Netherlands* – **SENIOR SALES MANAGER PP/PET STRAP / STRAPPING MACHINES** (June 2002 – April 2006)
 - *24% CAGR achieved (volumes)*
 - *Responsible for sales and sales development in Germany, Central/East-Europe and Russia.*
 - *Explored and developed Russia being a new market representing 20% of the volumes within the portfolio in April 2006.*
 - *Managing the imports and sales of automatic strapping machines from Japan.*

- **FOOD INVESTMENTS** - *Barendrecht, The Netherlands* – **SALES MANAGER FRUIT** (March 1998 – July 2000) - *Regional responsibility: Germany, Austria, Switzerland*
 - *Developed direct trade channels with retail organizations in Germany, Austria and Switzerland.*
 - *Acting as intermediary between fruit exporters from South Africa and the different retail organizations.*

- **BANKS SOUTHERN LTD (CARGILL)** - *Newbury, United Kingdom* - **Management Trainee** (1997)

- **UNSTARTA** - *Klaipeda, Lithuania* - **Management Trainee** (1997)

EDUCATION

2000-2001 **NYENRODE UNIVERSITY** – Breukelen, The Netherlands
International Master in Business Administration (MBA)

2000-2001 **NYENRODE UNIVERSITY** – Breukelen, The Netherlands
Master of Science in Management (MSc)

Thesis: Strategic cooperative models

Conducted research related to the non-financial side of cross-border strategic partnership models in the professional service industry with the objective to establish a recommendation to the DHV group relative to its strategic objectives.

2001 - DHV Group – Amersfoort, The Netherlands.

DHV is a global provider of consultancy and engineering services.

1994-1998 **INTERNATIONAL AGRICULTURAL COLLEGE LARENSTEIN** – Deventer, The Netherlands
Bachelor of Science in International Agricultural Trade (BSc) - Specialisation: Logistics Management

Thesis: GPS technology within Precision Agriculture

Evaluated whether GPS technology is useful within Precision Agriculture. The systems present in the market have been analysed together with the “critical points”.

1998 - SOYL LTD. – Southampton, United Kingdom