



#### 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 ( $\geq 10$  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:
  - direct report to the executive management in Saudi Arabia.
  - the development and execution of strategic business plans, accounts plans, annual budgets and forecasts.
  - Leading the business through the financial crisis which included the restructuring of contracts and in depth discussions with various stakeholders ranging from customers to insurers.
  - competition benchmarking and analysis of key success factors within the industry.

### PREVIOUS EXPERIENCE

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

#### EXPERTISE

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

- **SEKISUI JUSHI** - Roermond, The Netherlands – **SENIOR SALES MANAGER PP/PET STRAP / STRAPPING MACHINES** (June 2002 – April 2006)
  - 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**

*Soyl is specialised in the use of GPS technology for agricultural applications.*