



MONGUILLON BERNARD

Global business manager chemical industry

PROFESSIONAL EXPERIENCE

PROFILE

Global Business and new development Manager for more than 10+ years in a multinational environment. - Responsible for near 100 MEUR turnover with some specialties and commodities products. Strong interest for commercial and business development thanks to a strong technical background. Customer oriented and pragmatic i am ready for further challenges

DATE OF BIRTH

1971, December 28th

CONTACT

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LOCATION :

Paris, France

PERSONNAL COMPETENCIES

Office software

- Pack office,
- Sales Force,
- SAP,
- Power BI

Languages

- French native
- English fluent
- Spanish notions

February 1995 – today

ARKEMA GROUP

From January 2022: Global business & development manager Chlorine and derivatives

Turnover 80 to 100M€ , MOCV> 35M€.

Coordinate production, logistics, quality, regulatory, R&D and commercial activities.

Direct management with a commercial team with 3 people.

Customers contract Negotiation and redaction

Management of industrials partnerships

Responsible of commercial sales and business development of chlorine derivatives in EMEA, US and Asia

Participation to Eurochlor and Adechim associations

Closure of activities following site reorganization in 2025

April 2017 –December 2021 Business manager Chlorine Derivatives (Technical fluids and Methyl chloride)

Turnover 22M€. MOCV >15M Coordinate production, logistics, quality, regulatory, R&D and commercial activities

Business Development of technical fluids applications (LOHC, oil additives for transformers...)

Increase of Arkema's position in heat transfer fluids market.

Implementation of Arkema's methyl chloride sales on European market.

Market monitoring/ Competitors benchmarking.

Markets application: dielectric fluids, heat transfer fluids, renewable energies, agro chemistry, silicones.

Participation to CIGRE, IEC and Elecrama

June 2010- April 2017: Business manager Thio-specialties and business developer for sulfonyls, thioglycolics, sulfoxide

40% additional turnover over the period 2011-2017 for thiochemicals specialties

Transversal management with development teams in NAFTA, Asia and EMEA

Launching of new product Scaleva® and MSA LC; +25% volumes for sulfonyls, DMSO EVOL =+10% volumes for sulfoxide

Implementation of industrials partnerships

Participation to international seminar and exhibition for product promotion (cleaning, biofuels, paint stripping, pharma, electronics, O&G, agrochemical industry...).

Product promotion campaign (internet, newspaper)

SOFT SKILLS

Motivated
Resilient
Toughness
Leadership
Teamwork
Results oriented
Flexibility
Communication

LEISURE

Rugby leisure
Horse riding
Running
Cooking
Motorbiking

March 2001 – June 2010: Junior R&D Manager thiochemicals products Lacq R&D centre

Technical assistance to miscellaneous customers
Claim management
Lead laboratory works and priorities
Follow products regulation and laboratory safety
Implementation of leaflet and commercial support for new applications
Follow of the REACH status of direct and indirect competitors

February 1995 - 2001: Chemical technician at Lacq R&D centre

Develop organic synthesis for new products (from laboratory to pilot scale)
Optimize industrial processes and provide technical plant support
Analytical knowledge

DIPLOMA & TRAINEES

2020: HEC Executive Management Program
2020: Sales academy
2019: Work in a multicultural context
2018: Project management
2015: Transversal management (CEGOS 3 days)
2012 : Marketing Manager (CEGOS 21 days)
2003 : Master degree in Applied Organic Chemistry (CNAM Paris)
1993 : Bachelor degree in Organic Chemistry (ETSCO Angers)

PUBLICATIONS & PATENTS

> 30 patents filed in various applications (renewables energies, cleaning, manufacturing process, LOHC...)
DMSO EVOL for agro formulations, Crop & Chemicals Europe, February 2013, Berlin Germany
European Coating show, April 2012, DMSO: Alternative solvent for coating
DMSO EVOL® New solvent of choice for coating formulations, Eurocoat Gênes 2010
L'Usine Nouvelle, 2008 March, Scaleva® interview
RIA, 2008 February, Scaleva® interview
Food and Beverage, December 2007, Scaleva® communication