**Philip**



[**Philip.367297@2freemail.com**](mailto:Philip.367297@2freemail.com)

**SENIOR MANAGER**

Dedicated, senior level Technical Marketing Manager with over 20 years of experience in Bulk and Speciality Chemicals and Pharmaceutical Bulk drugs in UAE and India. Efficient in marketing of Speciality Chemicals and binders and also in sourcing and trading of various Chemicals. A strong problem solver who is achievement driven and team player there by achieving goals and contribute to the growth of the company.

**AREAS OF EXPERTISE**

|  |  |  |
| --- | --- | --- |
| * **Technical Marketing of Speciality Chemicals** | * **Supervision Production of Polymers** | * **Excellent communication skills** |
| * **Negotiation Skills** | * **Decision Making** | * **Technical and Negotiations** |
| * **Market Analysis** | * **Managing Budgets** |  |
| * **Introduction of New Products and New Markets** | * **Organizational skills** |  |

**CORE COMPETENCIES**

* Ability to introduce Speciality and bulk chemicals to End users by closely working with Quality and Production personnel.
* To ensure that customers receive the products as per the agreed price and schedule so as to try and ensure satisfied customer.
* To Work closely with production, also by developing tailor made formulations so that repeat orders are ensured.
* I am **Post Graduate in Chemistry ( Msc**) with **(DMM) Post Graduate Diploma in Marketing Management** which gives me strength in understanding the products and efficiency in marketing them.

**CAREER SNAPSHOT**

* **February 2007 to March 2016 Manager , Polymer Solutions FZC**
* **February 2006- February 2007 Sales Manager, IIE FZC , Jebel Ali**
* **August 2002 to January 2006 Regional Manager, Global Speciality Chemicals Ltd**
* **October 1999 to July 2002 Marketing Manager , Plasticos Trading , Dubai**

**Professional Experience**

**Product and Business Development**

**Manager February 2007 to March 2016**

**Polymer Solutions FZC ( Trading Company)**

* I was working as Manager in Charge of Marketing of Speciaity Chemicals and binders pertaining to paint manufacturing.
* I was also sourcing and selling various chemicals such as Titanium Di Oxide, Hydrochloric acid, Hydrocarbon Resins etc. from various countries and supplying to End users and traders in UAE, Bangladesh, Nigeria etc
* In order to produce products made an agreement with Global Speciality Chemicals in Hamriya Free Zone and have handled the production and marketing of speciality chemicals viz acrylic thickener, dispersing agents, Styrene Acrylic Emulsions, Vam Acrylic Emulsion etc, In the process Global Speciality Chemicals which was a loss making company was turned around and became a profitable operation.
* At present I am a consultant to a major emulsion manufacturing unit in UAE and have fine tuned various formulations and have started supplying the products to various customers in UAE and African markets and have positioned the products against various competitors successfully.
* I have introduced products in UAE, Oman, Kenya, Nigeria and Lithuania

***Achievements***

* I have handled marketing and production of Acrylic thickener , dispersing agent, Styrene Acrylic Emulsion, Styrene Acrylic Emulsion for construction, Vinyl Acrylic Emulsions.
* I have fine tuned the quality of products by co ordinating with technical personnel at the factory.
* I have developed a new formulation for a binder with Tg -30.
* I have developed business of Titanium Di Oxide and Hydrocarbon Resins.
* I have introduced products in UAE, Bangladesh, Kenya, Lithuania, Nigeria

**Sales Manager February 2006 to February 2007**

**IIE FZC Jebel Ali ( Trading Company)**

IIE FZC was the trading division of Hajibaba group in Iran who has manufacturing units of Ferrosilicon and Alkyd Resins.

* To develop alkyd resin business to paint manufacturing units in the region
* To develop trading business

***Achievements***

* Developed supply of Alkyd Resins to Paint manufacturing units and supplied to Berger Paints, Mass Paints etc.
* Developed Micro silica business to UAE and was supplying 3000 MT every month to UAE.

**Regional Manager** August 2002 to January 2006

**GLOBAL SPECIALITY CHEMICALS LTD ( Manufacturing Company)**

Global Speciality Chemicals is a speciality chemicals manufacturing unit in Hamriyah Free Zone. I was one of the Regional Managers handling Middle East and African Subcontinent. Have created a brand of Acrylic Thickener, Dispersing agent , Defoamer, Styrene Acrylic Emulsion, Vinyl Acrylic Emulsion. I have been co ordinating with principles UK on technical aspects of the product. Also I was directly involved in credit control to all the customers

***Achievements***

* I have introduced the products to major paint manufacturing units in UAE, Oman, Yemen, Jordan, Iran, Saudi Arabia, Kenya , Sri Lanka, Bangladesh
* I have travelled to the territories periodically to meet the end users.
* Also have sourced Hydrochloric acid from Pakistan and supplied to ARAMCO in Saudi Arabia through a trader in Saudi Arabia.
* Have visited UK to participated in a weeks training programme to introduce beer line cleaners and dis infectants in UAE

**Marketing Manager**

**PLASTICOS TRADING** – Dubai October 1999 to July 2002

Plasticos trading was an intending company in Dubai, dealing in plastic raw materials and other industrial chemicals.

* I worked as Marketing Manager handling intending of various commodity chemicals such as HDPE, LDPE, PVC Resins, Soda Ash, Ciric Acid etc.
* I had succeeded in getting a contract to supply 25,000 MT of Soda Ash to Iran
* I had suppled 500 MT of Citric Acid to Iran
* I had independently co ordinated with principles in China, Singapore, India and Europe

**Product Executive**

**SCHWEIZERHALL** - Mumbai, Maharashtra October 1994 to August 1997

Schweizerhall is a swiss multinational dealing in various products. I was in charge of developing sales of bulk drugs to India. My job involvement was independent co ordination with various principles all over the world such as USA, France, Germany, Honkong, Singapore etc, and source various bulk drugs for pharmaceutical manufacturing units in India. I was reporting to the General Manager who was in Charge of Indian operations. During my tenure the bulk drugs division has grown to An annul turnover of USD 12 million. My key result area was indentifying and developing business of bulk drugs

**Sales Executive**

**ASSOCIATED CAPSULES LTD** - Mumbai, Maharashtra August 1989 to June 1994

Associated Capsules group in one of the largest manufacturers of Empty Gelatin Capsules. I was a Sales Executive handling Sales and Technical support of Capsules to various Pharmaceutical manufacturing units in India. My Key result areas have been getting orders, Technical support to customers,, Credit control etc. During my tenure I had received appreciation letter from the management for effective handling of customer in the designated territory.

**Qualification and Skills**

**Msc in Chemistry 1984**

**Christ Church College** - Kanpur,,India

**DMM ( Post Graduate Diploma in Marketing Management) 1991**

Narse Munjee Institute of Management - Mumbai

Nationality : Indian

Marital Status : Married

Date of Birth : 28-02-1963

**Languages Known**

English, Hindi, Malayalam

**Skills**

Starting New Divisions , Fine tuning formulations, giving Technical support to End users on product sold as well as formulations.