**

*Yeongjun*

*S. Korean*

*27/Aug/1974*

*Language*

*Korean : Native*

*English :Fluent*

*Japanese : Beginner*

*Education*

***Mar 1993 ~ Feb 2000***

*Kunsan National University in Korea*

*Chemical Engineering*

*(Military Service Oct 1994 ~ Dec 1996)*

***Mar 2003 ~ Feb 2006***

*Korea Open University in Korea*

*English Literature*

***Opening***

*I have quite broad range of experience in chemical industries, have around 20 years totally that are 10 years each for S. Korea and United Arab Emirates.*

*The most experience in S. Korea which are plastics and rubbers including engineering plastics and tires, also its additives.*

*The products are blowing agents(PVC, EVA), ABS heat resistance agents(ABS, PC/ABS), master batches(PE, PP, ABS), Processing Aids(Tires).*

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*Started my career in United Arab Emirates on 2009 that I had a chance to expand to GCC countries and Africans.*

*The products are PMI high heat resistance agents(ABS compounds), Plastics(LLDPE, HDPE, PC, PVC), PU chemicals(TDI, MDI, Polyols), Viscosity index improvers(Engine Oil), Blowing agents(PE and PVC/NBR foam), Polycarboxylate ether(Concrete admixture).*

*And Lignosulfonate for Recycle paper, Ceramics, Gypsum board, Refractories, Animal feed and Mining/Quarries.*

*Currently I’m working for Borregaard Dubai office, the company is from Norway and doing bio-refinery from woods.*

*Borregaard is the world biggest company for Lignosulfonate and have around 550,000mt capacity in the world.*

*Developing new markets within GCC and African Countries which is my role here that quite succeeded to selling into Concrete Admixture, Gypsum board, paper, Ceramics, Animal feeds and Mining/Quarries.*

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***Professional Experiences***

***Nov 2017 ~ Current***

*In Dubai*

*World number one Lignosulfonate manufacturer*

*Technical Sales Manager*

*Middle East and Northern Africa*

*Manage distributors and key account customers in ME and African countries.*

*Develop new potentials with technical support, proceed plant trials, negotiate for new and regular orders.*

*Doing annual budget, 3 months cycle forecast, reporting new development status, attending technical application academy in Europe regularly for different application.*

*Visiting customers in GCC and Egypt very regularly to have sales directly for the end users but also doing sales thru some distributors.*

*The products are;*

***CA, NA Lignosulfonate(Bio Polymer)****–The product is natural binders and dispersing agents for Concrete Admixtures, Paper, Ceramics, Pipes, Refractories, Gypsum Boards, Animal feed, Oil Field, mining and quarries etc*

*Handling more than 10,000mt annually for above application.*

*And launched new business around 2,000mt during the first 2 years(2018/2019).*

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***Feb 2012 ~ Nov 2017***

*Harco Group(*[*www.harcogroup.eu*](http://www.harcogroup.eu)*) in Dubai*

*Business Manager*

*International New Business Development*

*Harco Group, the HQ is located in Belgium and I worked for their Dubai office.*

*New business development internationally and*

*managing regional sales managers.*

*Created more than USD 10,000,000 only with new business developments, the market territories which were not only GCC/Africa but also into Asians and European countries, the products and application are below and 100% newly developed.*

*The highlight is, the launchingPolyscope(Netherland) for ABS compounds(Lotte, LG, Kumho) in S. Korea with engineering plastic application which was for automotive application took more than 2 years, the achievement was USD 3,000,000 sales annually.*

***Engineering Plastic Additives –****ABS High Heat Additives, SBS high impact additives for Automotive.*

***Plastics****- HDPE, LLDPE and LDPE for blow mold.*

***Special Polymers(POE, POP, MLLD, EPDM) -****Polymer selling for injection, extrusion, shoes etc.*

***Blowing Agents -****Azodicarbonamide for PVC/NBR, PE insulation.*

***Lubricant Additives(Viscosity Index Improvers) -****Selling polymers in Engine oil blenders.*

***Concrete mixture additives****- Selling Polycarboxylate Ether and Sodium Lignosulfonate in construction chemicals.*

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***Nov 2009 ~ Feb 2012***

*Caspian Chemical FZCO(*[*www.caspianchemical.com*](http://www.caspianchemical.com)*) in Dubai*

*Sales and Marketing Manager*

*New Business Development in GCC and Africa*

*New business development in ME/Africa and Korea.*

*Achieved new sales from major chemical players like Kukdo, Samyang Corp, SGS, Kumyang, SK, LG etc*

*Created more than USD 5,000,000 annually.*

***Engineering Plastics -*** *Polycarbonate for water bottles, Nylon for carpets.*

***Plastics*** *– LLDPE, HDPE, PVC for blow moldings and pipes*

***Synthetic Rubbers –****EPDM for pipes sealing, SBR for adhesives.*

***Engin Oil additives*** *– Viscosity index improvers*

***Blowing agents –****Azodicarbonamide for PVC/NBR insulation.*

***Polyurethane Chemicals(MDI, Polyols) –****Polyether, Polyester Polyol and MDI/TDI for rigid and flexible foams.*

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***Oct 2008 ~ Nov 2009***

*MSSELTEK(*[*www.msseltek.co.kr*](http://www.msseltek.co.kr)*) in Korea*

*Sales Manager*

*Chemical Trading for Rubber/Tire Industries and Wood plastic composites*

*MSSELTEK is an exclusive agent of Struktol in Germany and US, selling processing aids for tires/automotive rubbers and wood plastic composites.*

*Created agent contracts with Richyu in Taiwan(Polymer additives) and Deepak Novochem in India(Raw material for polycarbonate).*

*Developed local markets for tires, automotive rubbers, WPC.*

*Created new deals more than 500mt annually.*

***Processing Aids, Peptizers, Homogenizers, Plasticizers*** *-*

*Mainly for tires, synthetic rubber applications including automotive and wood plastic composite.*

***Aug 2002 ~ Oct 2008***

*Clariant Master Batches in Korea*

*The company is acquired by DonbangColar(*[*www.dongbangcolor.com*](http://www.dongbangcolor.com)*)*

*Sales Representative*

*Master Batches Manufacturing*

*Develop new business in Korean market*

*Created new business locally, the turnover has jumped from KRW 480,000,000 to KRW 1,440,000,000 annually during the career*

*Created Cable application which was the 1st in Clariant Masterbatches Korea history, launched ABS masterbatches with BASF also started PP yarn application in assigned territories.*

***Color Master Batches****– Mostly for injection and extrusion moldings like cables, housings, packings, Yarn and films etc.*

***Special Additives Master Batches****– Same application with performances like anti-blocking, slips, anti-statics, flame retardants etc.*

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***Aug 1999 ~ Aug 2002***

*Korea Chem – Tech(*[*www.chem-tech.co.kr*](http://www.chem-tech.co.kr)*) in Korea*

*Sales Representative*

*Chemical Trading for Polymer Additives*

*Joined as an entry level and supporting for new business development for Korean market*

*Mostly worked for Plastic market like CheilIndustry(Lotte), LG Chemicals, Kumho, Kolon etc.*

*The company was dealing only with Japanese companies so tried Chinese sourcing.*

*And created the1st Chinese business for flame retardants(Melamine Cyanurate) for Nylon 6, 66 of Rhodia Polyamide and Blowing Agents forKumyang Chemical.*

***Blowing Agents****- PVC, PE, NBR, EVA foaming.*

***ABS High Heat Additives****- Automotive polymer application.*

***Flame Retardants****- PC/ABS, ABS Polymer, Nylon compound application mainly for TV/Monitor housing.*

***Biocide****– Antimicrobials for Silicone Sealant, PVC sheet, PU foam.*

***Closing***

*Thank you for your time to read my career history, I hope you are understood what and how I did in my career.*

*If you have any question on it then please feel free to contact me to ask any.*

*Live in Dubai since 2009*

*Married and have a boy*

*Current Salary Package : AED 32,000/month*

* *Base 27,000 + 5,000 housing*
* *Company Car*

*Family Support: Medical, Annual Air Tickets*

*Have 5 years multiple entry visa for Saudi*

***Contact***

[*Yeongjun-398235@gulfjobseeker.com*](mailto:Yeongjun-398235@gulfjobseeker.com)

*I am available for an interview online through this Zoom Link* [*https://zoom.us/j/4532401292?pwd=SUlYVEdSeEpGaWN6ZndUaGEzK0FjUT09*](https://zoom.us/j/4532401292?pwd=SUlYVEdSeEpGaWN6ZndUaGEzK0FjUT09)