

The detail: 14 markets, 10 families

G General management P&L of a company or business unit under direct responsibility, including interim general management

S Sales & Marketing sales, marketing or key account responsibility, without P&L

A Advisory consulting or interim management engagement without P&L: strategy, due diligence, business development or process analysis

R Research & Development R&D and quality role at the start of a career

Value chain: Pr producer, Tr converter, Di distributor. Role held at the head of a business or of a commercial function.

Market or application	Polyamides	Polymer additives	Waxes and polyolefins	Compounds, masterbatches	Films, nonwovens, packaging	Resins and adhesives	Specialty chemicals	Extraction, recycling	Cereals, seeds	Gold processing	Value chain
Automotive and mobility	G S A	G	G	S							Pr Di
Electrical and electronics	G S A	G	G	S							Pr Di
Packaging		G	G	S A	S						Pr Tr Di
Construction and building		G				A					Pr Di
Agriculture and animal feed		G	G	S A							Pr Di
Cereals and seeds									G A		Pr Di
Healthcare and pharma					S		A R				Tr Di
Personal care, hygiene and cosmetics					S		A	G			Pr Tr Di
Consumer goods, appliances and industry	G S A		G		S						Pr Tr Di
Coatings, paints and inks			G				S A				Pr
Adhesives, resins and sealants		G	G			A	A				Pr
Textiles and fibres	G S A	G						A			Pr
Circular economy and valorisation	G S A							G A			Pr
Gold and precious metals										A	Pr

Where this experience comes from

Polyamides: general management at Clariant (business unit) and Nexeo Solutions; sales and marketing at Ascend Performance Materials; advisory for DOMO Chemicals and SAO Textiles.

Polymer additives: general management at Clariant (business unit) and at Palmarole (interim).

Waxes and polyolefins: general management at Clariant (business unit).

Compounds, masterbatches: sales and marketing at Cabot; advisory for Unnox Group.

Films, nonwovens, packaging: sales and marketing at Berry Plastics.

Resins and adhesives: advisory for Michelin and Aceto.

Specialty chemicals: advisory for Aceto; sales and marketing at Dow; research and development at Sanofi Chimie, early in his career.

Extraction, recycling: general management at RB Process (development of active and functional oils and exfoliants for the cosmetics markets); advisory for SAO Textiles.

Cereals, seeds: strategy consulting, interim general management, then advisory on the sale, at Bosc & Izarn.

Gold processing: advisory for Soleil Metals (OCIM Group), in a Chief Strategy Officer mandate.

Nature of the experience

G General management P&L of a company or business unit under direct responsibility, including interim general management

S Sales & Marketing sales, marketing or key account responsibility, without P&L

A Advisory consulting or interim management engagement without P&L: strategy, due diligence, business development or process analysis

R Research & Development R&D and quality role at the start of a career

How to read it

Each row is a market or application, each column a family of materials or technologies. The cell shows the nature of the experience. The overview groups the markets and families of the detail: each cell carries every letter of the original cells.

Value chain: Pr producer, Tr converter, Di distributor. Role held at the head of a business or of a commercial function.

Jérôme Abrahmi · SCORA

France, Switzerland, Spain and Europe

jabrahmi@scora.ch

+41 76 683 91 13 · +33 6 22 00 50 23

scora.ch · linkedin.com/in/jabrahmi