

## Resume

Thomas KÄELIN, Ph.D. nat. sci.

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### Career Profile

- PhD chemist with a postdoctoral fellow in preparative and analytical organic Chemistry
- Successful sales experience and support of the sales team
- Long-term market analysis (capacities, supply / demand, trends, trade, prices)
- Expert in adhesives and sealants, thermoplastics, organic color pigments and coatings
- Head of Laboratory R & D in a subcontracting company for the pharmaceutical industry

### Vision

I aspire to work in a sustainable company that recognizes the qualifications of the staff and promotes, and where I can improve the work culture and professionalize the department to make the company the industry leader.

### Core Competencies

- **Analytical Approach:** By using primary and secondary sources for market analysis, and many years of personal contacts, I write high quality reports for the company and am heavily involved in the company's success.
- **Project Management:** Through a structured approach in the management of single-client projects I deliver on time together with my interdisciplinary team to the full satisfaction of the customer.
- **Sales:** Through networking, intensive discussions and personal contacts I satisfy the real needs of the clients and win long-term customers for the company.

### Career and Study-Related Activities

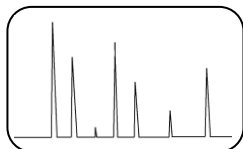
Currently                      Positioning and targeted job search in the field of market research and consulting; training, keeping up to date by reading chemical news and literature.

06.1999 – 08.2014      IHS Global SA (previously SRI Consulting, has been acquired)

2010 – 2014      **Principal Analyst / Senior Analyst II**

- Lead- and co-author of different global market research studies of the *Chemical Economics Handbook Program (CEH)* and the *Specialty Chemical Update Program (SCUP)*, profound supply/demand- & trends analyses of chemical raw materials, high performance thermoplastics, elastomers, adhesives & sealants, rubbers, colour pigments and others. Responsible for the EMEA region.
- Lead and support of consulting projects
- Presentations at international conferences
- Sale of studies, presentations for customers
- Support of the sales team as subject matter expert at customer visits
- Coordination and answering of customer inquiries

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2001 – 2010

**Consultant**

- Lead- and co-author of different global market research studies of the *Chemical Economics Handbook Program (CEH)* and the *Specialty Chemical Update Program (SCUP)*. Responsible for the EMEA region.
- Planning and coordination of the studies' updates and contact person for the American company headquarter
- Search and integration of external contractors
- Temporary additional IT responsibilities and later outsourcing
- Introduction and mentoring of new analysts, coordination of consulting projects
- Presentations at international conferences
- Sale of studies, presentations for customers
- Coordination and answering of customer inquiries

1999 – 2001

**Business Analyst**

- Co-author of different global market research studies of the *Chemical Economics Handbook Program (CEH)*. Responsible for the EMEA region.
- Coordination and answering of customer inquiries

05.1998 – 06.1999

EMS-Dottikon AG, **Head of Laboratory R&D**

- Project-related development and implementation of laboratory procedures in pilot plant and production in compliance with ISO and cGMP, respectively
- Risk analysis and cost estimates
- Preparative and analytical work
- High project responsibility as project manager
- Lead a laboratory team
- Customer contacts in English
- Assistance in the apprenticeship

09.1996 – 04.1998

University of California, Los Angeles (UCLA)

**Postdoctoral stay** with Prof. Michael E. Jung's group  
Theme: linear total synthesis (27 steps) of a diterpene

08.1991 – 04.1996

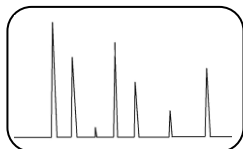
Kantonsschule Solothurn (Dept. Diplommittelschule, DMS)

Part-time **high school teacher** for chemistry, physics and human biology with laboratory classes in chemistry and physics

1992 – 1995

University of Bern

- **Assistant** in organic and inorganic chemistry internship for medical students
- Responsible for the entrance exam of laboratory assistants of all three chemical institutes
- Supervision of laboratory technicians in organic chemistry



## Training and Education

- e-Learning: educanet<sup>2</sup>, „Bribery“, „Customers first“, „Business Code of Conduct Behaviour“, etc.
- Sales & Marketing: ‘*Rain Making*’ course in America (06.06 – 04.07)
- Courses: GMP basic training, ISO training, thermal process security
- 10.1987 – 05.1996 University of Bern  
**Ph.D. nat. sci. (organic chemistry, 05.96)** with Prof. H. Pfander. Theme: continuation of the licentiate thesis with intramolecular cyclization trials towards the tropane grid and synthesis of novel optically active precursors  
**Lic. phil. nat. (organic chemistry, 06.92)** with Prof. H. Pfander. Theme: synthesis of Hydroxy-proline derivatives towards the total synthesis of a tropane alkaloid  
Additionally: Visit of law lectures with successful examination degree in *Economics for Lawyers I*
- 04.1980 – 09.1987 Gymnasium Solothurn  
**Matura Type B** (Latin, English)

## Additional Qualifications

- Chemistry:
- synthesis: multi-step reactions on a laboratory scale
  - analytics: NMR, HPLC, GC, MS, GC-MS, IR, UV, UV-VIS
- IT (PC/Mac): Advanced knowledge of *Windows, MS-Office (Word, Excel, PowerPoint, Access), Supply Chain Planning System, SAP*, etc.
- Databases: *Global Trade Information Services (GTIS), EUROSTAT, Factiva, CIREC*, etc.
- Languages:
- |          |                                    |
|----------|------------------------------------|
| German:  | mother tongue                      |
| English: | written and spoken, business level |
| French:  | written and spoken                 |
| Italian: | conversation                       |
| Spanish: | beginner, conversation             |
- Speeches:
- *2013 Pigment and Color Science Forum*, Rom, Italy (10.13)
  - *Carbon Black World 2006*, Budapest, Hungary (11.06)
  - ITA, International Tar Association, Quebec, Canada (06.06)
  - „Towards the Total Synthesis of the Potent Cytotoxic Marine Natural Product Dichlorolissoclimide“ at the 214th Natl. Meeting of the American Chemical Society, Las Vegas (09.97)

## Personal Data

- Birth date / place: Mai 20 1967, Grenchen SO, Switzerland
- Nationality: Swiss
- Citizenship: Switzerland
- Working permit: Partner Visa (Provisional) (class UF) (subclass 309)
- Marital status: married, 2 children (10 & 13 years)