

Resume

JEREMY KISSOCK

❖ Personal details

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❖ Qualifications

Master of Science (Honours)
Master of Business Administration (Distinction)
Certificate IV in Training and assessment

❖ CAREER SUMMARY

Suppling materials and knowledge to industry, characterised by:

- Marketing and business development consulting
- Sustained Peak Performance of organisations – consulting
- Commercial management of several industry groups
- Sales to key accounts and key account management
- Strategic development of business
- Management of sales distribution
- Technology management
- De-bottlenecking of plants
- Introduction of new technologies into manufacturing plants

❖ CAREER HISTORY

Vative Lean Six-Sigma business resultant	2011 –
Kissock Consulting Principal	2009 –
BASF Australia Industry Manager	2002 – 2009
BASF New Zealand Manager - Dispersions	1999 - 2002
MKS Turkey Marketing and Technology consultancy	1998
Forestal del Atlantico, Spain Marketing and Technology consultancy	1998

Plantation Timber Products, Sichuan Province, China 1997
Marketing and Technology consultancy

ICI Zealand
Technical Manager 1992 – 1997
Marketing Manager 1991 – 1992
Technical Service & Development Manager 1986 – 1991

❖ **EMPLOYMENT DETAILS**

Vative

Lean Six-Sigma business resultant **2010 -**

Kissock Consulting **2009 –**

Business support is provided through the development of new markets for existing products or developing businesses that are experiencing difficulties.

BASF Australia **2002 – 2009**

Industry Manager

BASF Australia and New Zealand are subsidiaries of BASF SE, the largest global chemical company. BASF offers its customers a wide range of high performance products, including chemicals, plastics, performance products, agricultural products, as well as crude oil and gas.

Accountabilities:

- Overall accountability for the performance of the Construction, Fibre Bonding and Architectural Coatings strategic business units (SBUs)
- Marketing of SBU products
- Product mix responsibility
- Sales staff leadership
- New product introduction
- Establishment and implementation of business strategic plans

Achievements:

- Grew the construction industry SBU by 60% over a 4-year period in an industry that grew by ca. 12%. This (and the next two points) was achieved through strategy development, new account development, product segmentation, customer relationship management and new product introduction.
- Grew the architectural coatings SBU by 30% in a 3-year period in a market that declined over that period.
- Grew the fibre bonding SBU by 110% in a 7-year period in a market that declined in that period.
- Increased sales as a result of supporting an innovative fledgling company. Sales of more than \$3 million annually were created in 14 months.

- Identified the need of a major potential customer and positioned a product to achieve significant volume in a premium product line of the customer's. The project took 9 months and the on-going value was \$2.5 million annually with further potential of \$5 million.
- Identified plant difficulties and quantified changes and plans for a 30+% increase in capacity.
- Ran product trials at customer plants as either part of proof of performance, new product introduction or optimisation.

BASF New Zealand

1998 – 2001

Sales Manager

Accountabilities

- Accountable for the New Zealand sales and marketing to the construction, adhesives, fibre bonding and architectural coatings industries.

Achievements:

1. Consolidated a new major account through service, involving plant service, and relationship management.
2. Established links with a relevant industry group to our sales. Utilising international information successfully lobbied for a draft standard to be rejected due to inadequacies, but which would also be deleterious to our sales.
3. Provided a strategic plan for ANZ for a significant new business development.

MKS Turkey, Forestal del Atlantico & Plantation Timber Products

Technology & Marketing consultancy

Scope:

- Provide technology, product application and marketing guidance

Achievements:

1. Provided guidance on technology concepts that enabled the companies to achieve performance standards that they were otherwise unable to meet
2. Mentored technologists on technology concepts
3. Successfully ran trials of new product and demonstrated service concepts
4. Established a marketing plan for their sale of in-house product to external customers
5. Assessed their need for engineering support and facilitated employment of this support

ICI New Zealand

Technical & Marketing Manager

Responsibilities:

- Responsible for the New Zealand research and development of technology into adhesives for the reconstituted wood products market, the engineered wood product market, glass insulation and paper laminate market. I led a team of 12.
- Established links with local universities and government research institutes. Some results were resolution of catalyst problems (manifested in a separate business being established), doctoral research into polymer synthesis and pan-industry research into specific customers' product performance.
- Provided leadership of the R&D and technical service team
- Provided technical service and service leadership to the business's customers
- Responsible for the marketing, sales and technical support of the business's services and products