

CV

## YORAM KNOOP



**Date of birth** 10 August 1969  
**Nationality** Dutch  
**Marital Status** Married, four children

**Qualifications** Erasmus University Rotterdam, Business Administration, MSc)  
*Specialisation: Industrial Marketing*, Sept 1987-May 1991  
  
Gois Lyceum, Bussum, Pre-University Education, Sept 1981-May 1987

### Further Education

Executive Coaching, Paul Donkers, Breda, 2011  
Supply Chain Excellence, Kellogg's Northwestern, Chicago, USA, 2004  
Six Sigma Green Belt, Toledo, USA, 2000  
Making the Impossible Happen, Goss Associates, Austin, USA, 1999  
Strategic Industrial Marketing, INSEAD, Paris, France, 1997  
Leadership, Owens Corning, Toledo, USA, 1997  
Total Quality Management, MCE, Brussels, Belgium, 1995  
Accelerated Innovation, GE Plastics, Netherlands, 1991

## PROFESSIONAL EXPERIENCE

### Managing Director Premix & Nutrition EMEA

Cargill (has acquired Provimi) Rotterdam, Netherlands, 11-2011 to present

#### ***Responsibilities;***

Holding full P&L responsibility for the merged premix and specialty animal nutrition companies Cargill and Provimi. At the end of 2011 Cargill took over Provimi from the previous private equity owner Permira. The turnover of this newly established group is approximately \$650M. This group is composed of 6 regions/divisions of which the managers report to the Managing Director. Positions in the areas of finance, marketing & technology, operations and supply chain, human resources and mergers & acquisitions each have their own manager for the entire region; all of whom report to the Managing Director.

The number of employees within this group is around 1000 whilst there are 11 production locations, including 2 joint ventures with the main participants being the Netherlands, Belgium, England, Ireland, Jordan, South Africa, Poland, Hungary and Ukraine.

## **Managing Director North Western Europe Animal Nutrition**

**Provimi (owned by private equity - Permira)** Rotterdam, Netherlands, 11-2007 – 11-2011

### ***Responsibilities;***

P&L responsibility in regard to specialties and premixes for animal nutrition in North Western Europe. This new group was formed by the amalgamation of 7 previously independently managed companies with the objective to derive synergy from this integration. The turnover was approximately \$300M; generated by around 500 employees spread over the Netherlands, Belgium, Ireland and England.

## **Managing Director Sweeteners EMEA**

**Quest International** Naarden, Netherlands, 10-2005 – 11-2007

### ***Responsibilities;***

European P&L responsibility for the 'sweet' flavourings business. This position involved sales, marketing and research organisations and concerned the largest plant; also serving as the HQ location. A total sales revenue of approximately 100M Euro and responsibility for around 750 employees.

## **Managing Director Netherlands & EMEA Supply Chain Director**

**Quest International** Naarden, Netherlands, 1-2003 – 10-2005

### ***Responsibilities;***

This role included responsibility for the engineering, logistics and production organisations in the Netherlands, United Kingdom, Egypt and South Africa, with approximately 800 employees. Turnover of these branches was 300M Euro. Furthermore, headed the Netherlands branch with respect to the joint manufacturing fragrance and flavour ingredients; worldwide the largest location employing approximately 1000 staff.

## **Managing Director UK and European Commercial Director**

**KnaufAlcopor** (formerly Owens Corning-Alcopor) Brussels, Belgium, 8-2000 – 1-2003

### ***Responsibilities;***

P&L for this building materials producer. Sales were around 250M Euro and the total workforce was around 600 employees.

## **Global General Manager**

Composite Solutions, **Owens Corning** Apeldoorn, Netherlands, 1-1999 – 8-2000

### ***Responsibilities;***

P&L for this \$400M fiberglass business. In addition Supervising Director of a Joint Venture, established under my own initiative, with an invested capital of \$50M.

## **Business Manager USA Glass mats and Fibers**

**Owens Corning** Toledo, USA, 1-1996 – 1-1999

### ***Responsibilities;***

P&L/strategic management for this \$200M composites business.

## **Marketing Manager ‘Specialty’ Mats**

**Owens Corning** Apeldoorn, Netherlands, 4-1993 – 4-1996

### ***Responsibilities;***

Sales and marketing with an estimated sales figure of 15M Euro.

## **Industry Market Development United Kingdom & Ireland**

**GE Plastics** Sale, England, 5-1991 – 4-1993

### ***Responsibilities;***

Development of innovative industrial applications of Thermoplastics, resulting in market expansion.

## **Additional Activities**

Supervisory Board Member of **Fiberteq** (50% Owens Corning, 50% IKO), 1998-2000, Toledo, USA

Committee Member of **BFC**, Bussum Football Club and foundation, 2004 to present

## **Languages**

**Dutch**, native speaker

**English**, fluent

**German**, proficient

**French**, good

**Spanish**, moderate

## **Interests/Sports**

Football (player and coach), squash, skiing, travelling