



Patrick Fournier-Bidoz

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International Business Development (Japan, USA, Europe)

EDUCATION:

Graduation : Ecole Centrale de Paris (Energy) 1984, DEA (Fluid Mechanics, 1984), DESS IAE (« MBA », 1992)
Languages : English, Japanese (日本語能力試験 1 級), German, Spanish
Hobbies: Family and friends, nature and mountain, marathon, home improvement.

EXPERIENCE:

CATALYTIC SOLUTIONS INC. [from design to sales of advanced catalytic materials, staff 250, California]

2005-2009 – Gif sur Y., France **Managing Director Europe**

- Strategic plans definition and execution, leading to the company nomination as a supplier to the target car manufacturer(s) and company sales up by 20% after product validation and company audits; set up of the Paris branch office (5 engineers).
- Commercial and technical strategy in Europe; market assessment, pricing and financial analysis; Renault-Nissan Account Management (from 0 to 8 M€ T/O in the first year).
- Project management for the European manufacturing site, aimed at doubling the company capacity and cutting logistics costs drastically; creation of the Czech legal entity, General Manager and key staff hiring; site contract negotiations, technology decisions. Reduced the original investment amount by over 35%.

2003-2004 - Saffron Walden, U.K. **Marketing Director**

- Technical marketing, strategic plans, development of relationships with car manufacturers teams resulting in ability to quote for business at Maserati, Opel, Fiat for over 30 M€ revenue addition.
- Strategic relations and partnerships, related business models definition, acquisition studies in Europe (ranging from smaller to significantly larger companies).

2001-2002 - Oxnard, CA, USA **Development Director for Europe**

- Selection of European partners and external engine/ chassis dynamometer test facilities, market studies, launch of evaluation programs at selected car manufacturers (Germany, France, Italy, ...).
- Strategic plans on business opportunities in Europe: prioritized resource allocation.

RHODIA, RHONE-POULENC before 1998 [Specialty Chemicals, 13 billion€, 65,000 employees in 1998]

1998- 2001 - Cranbury, NJ, USA : **R&D and Market Development Manager** for automotive catalysis in North America, Rare Earths BU

- Development of new products for the Gasoline and Diesel segments, customer development, regulatory actions (EPA), prototype tests in North America (10 M€ T/O).
- Management of R&D teams of more than 10 researchers, and Pilot activities at the industrial site.
- External and multi-company development programs management, publication at international conferences .

1994-1998 - Kobe, Japan **Technical and Market Development Manager** at Anan Kasei, K.K., J.V. of Rhone Poulenc, Rare Earths BU and Santoku Metals Corp.

- Technical and industrial coordination for the new production and sales J.V. on Santoku's industrial site and Anan Kasei's new site in Japan. Plans and actions coordination after the large Kobe earthquake of Jan. 1995.
- Industrial investment files (> 10 M€), manufacturing process improvements in Japan and at French headquarters. R&D coordination, new products launch, novel waste water cleaning technology.
- Supply Chain coordinator, automotive catalysis market development at Japanese customers, Quality management (ISO9001).

1990-1994 - La Rochelle, France **Development Engineer**, Rare Earths BU

- Pilot and industrialization studies of Automotive and Electronics new products.
- Industrialization files for the BU new products (investment typically a few M€).

1987-1990 - Tokyo, Japan **Invited Researcher**, seconded by Rhone-Poulenc

- Research on industrial heat pumps to upgrade waste heat sources; patent filed.
- Commercial project at Sanyo Electric Corp. (1~3 M€ energy savings /year).

1985-1987 - Pont-de-Claix, France **Production Engineer**

- In charge of the cogeneration and steam distribution unit, the largest of the whole group with supervision of 50 collaborators and a budget >50 M€.