

# Gennaro della Vecchia - Executive MBA

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## Executive Leader – Advanced Materials & Specialty Chemicals

### Strategy | Technology Commercialization | Global Business Development

Executive leader with 20+ years across advanced materials, specialty chemicals and industrial minerals, driving growth platforms, technology commercialization and strategic enterprise-level transformation initiatives in global capital-intensive industrial environments.

Experience across polymers, fillers, mineral materials and performance additives used in industrial applications including tires, composites, engineered plastics and advanced materials.

Proven track record in translating technology and market complexity into profitable growth platforms, scalable industrial solutions, and clear strategic choices.

Combines business development, technology leadership, and corporate strategy to drive portfolio transformation, long-term value creation, strategic partnerships, and innovation-to-market execution.

Recognized for aligning commercial, technology, and operations teams around disciplined value creation, industrial feasibility, and P&L, EBITDA and FCF performance.

Regularly advising senior leadership on strategic investment choices, growth platforms and industrial transformation priorities.

#### SKILLS

Strategy & Growth	Business Development	Technology & Innovation	Leadership & Execution
<ul style="list-style-type: none"><li>Corporate &amp; Growth Strategy</li><li>Strategic Portfolio Management</li><li>Business Case Development</li><li>Market Entry &amp; Value Creation</li></ul>	<ul style="list-style-type: none"><li>Strategic Partnerships / JVs</li><li>Pricing &amp; Value Capture</li><li>New Business / Application Development</li></ul>	<ul style="list-style-type: none"><li>Technology Commercialization</li><li>Innovation Portfolio Governance</li><li>Scale-up &amp; Industrialization</li></ul>	<ul style="list-style-type: none"><li>Cross-Functional Leadership</li><li>Stakeholder Management</li><li>Capital-Intensive Project Evaluation</li></ul>

#### PROFESSIONAL EXPERIENCE

##### Director Corporate Business Development

Oct 2024 – Mar 2026

##### SIBELCO, Belgium

###### Key responsibilities:

Led strategic growth platforms across specialty minerals and advanced materials, connecting market opportunity, technology feasibility, and industrial execution. Built investment-grade business cases, structured partnerships, and aligned commercial, technology, and operations teams to accelerate innovation-to-market pathways.

###### Key achievements:

- Built and prioritised a multi-year global strategic growth investment pipeline across multiple materials platforms, converting opportunities into board-ready strategic investment options.
- Structured and evaluated strategic partnerships and capital-intensive projects with an aggregated portfolio value of ~€1.5bn.
- Translated complex market, technology, and operational inputs into executable growth roadmaps and investment logic.
- Aligned technology, manufacturing, operations, and commercial stakeholders to accelerate industrially viable innovation pathways.

##### Sector Group Lead – Plastic & Rubber Additives

Jan 2023 - Sep 2024

##### CEFIC (The European Chemical Industry Council), Belgium

###### Key responsibilities

- Led strategic alignment across major chemical producers on competitiveness, sustainability, and regulatory positioning.

###### Key achievements:

- Translated policy and regulatory developments into implications for growth, innovation, and long-term industrial competitiveness.
- Coordinated strategic alignment across 20+ multinational chemical producers representing a major share of the European plastics value chain.
- Influenced senior stakeholders across Europe and built cross-company consensus in a complex multi-party environment.

**Global Market Lead**

Nov 2021 - Nov 2022

**Flexsys, Belgium***Key responsibilities*

- Led global market strategy, P&L ownership and portfolio development for performance chemical additives with responsibility for growth and profitability across multiple regions. Defined growth strategy, pricing logic and innovation priorities.

*Key achievements*

- Delivered revenue growth (+4%), margin improvement (+6%) and increased market share (+8%) through differentiated offers and disciplined value capture.
- Expanded addressable markets through identification of new applications and customer segments.

**Global Segment Market Manager (performance resins for tire and rubber application)**

Jan 2020 – Oct 2021

**Europe & Americas Group Leader Application Development & Technical Service**

Feb 2019 – Dec 2019

**Europe Manager Application Development & Technical Service**

Oct 2017 – Jan 2019

**Eastman Chemical Company, Belgium***Key responsibilities*

- Owned global segment strategy and application-driven growth for performance resins in tire and industrial markets. Defined global segment roadmap aligning market opportunities, R&D priorities and manufacturing capabilities.

*Key achievements*

- Secured ~\$15M in new business and protected ~\$80M in existing revenue through value-based positioning and technical-commercial leadership.
- Delivered revenue growth (+3%), margin improvement (+4%) and increased market share (+5%) through disciplined pricing and product launches.
- Led multidisciplinary teams across commercial, technical service and development interfaces in Europe and the Americas.

**SENIOR PROJECT MANAGER – NEW TECHNOLOGIES DESIGN AND IMPLEMENTATION**

Feb 2015 – Sep 2017

**PROJECT MANAGER – TIRE MATERIAL DEVELOPMENT**

Sep 2006 – Jan 2015

**Bridgestone Technical Center Europe, Italy***Key responsibilities*

- Led development and industrialization of next-generation tire materials across EMEA manufacturing sites.

*Key achievements*

- Successfully transferred multiple material technologies from laboratory development to industrial production across EMEA manufacturing sites.
- Drove technology scale-up from laboratory to industrial production, balancing performance, cost, quality, and time-to-market.
- Defined technology roadmaps based on OEM requirements, competitive benchmarking, and manufacturing feasibility.
- Coordinated global R&D centers, plant teams, suppliers, and cross-functional stakeholders across Europe, Japan and US.
- Recognized for innovation and industrial impact, including development of the tread crown for Bridgestone Turanza T005.

**INDUSTRIAL RESEARCHER – R&D MATERIAL AND PROCESS DEVELOPMENT**

Dec 2003 – Dec 2005

**Sintesi S.c.P.A. Italy**

- Supported applied R&D, material optimisation and process improvement in industrial manufacturing environments

**LANGUAGES**

- English (Fluent) | Italian (Native) | Japanese (Beginner)

**EDUCATION**

- **Executive MBA – ESCP Business School (FT Ranking #1 Europe / #2 Worldwide)**

Sept 2021 – Dec 2023

Focus on corporate strategy, finance, innovation and industrial growth.

- **MBA – Industrial Research (CNR Italy)**

Sept 2002 – Dec 2003

Composite materials &amp; industrial innovation focus

- **Master's Degree in Industrial Chemistry (Top 1%, 110/110 cum laude)**

Sept 1996 – Dec 2001

University of Naples 'Federico II' - Specialization: Polymer &amp; Macromolecular Chemistry

**ADDITIONAL INFORMATION:** Publications in polymer materials and applied industrial research.