

# DANIEL FERNANDO MARTON

MARRIED, ONE KID, 39 YEARS OLD

## PROFESSIONAL EXPERIENCE

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### April 2017 – Current: Biesterfeld

- German multinational with 110 years of existence, which operates in the plastics and rubber market in more than 100 countries;
- Function: Account Executive Senior
- Activities: Opening of the rubber market for Biesterfeld, because in Brazil the company is new. Conquer new customers and introduce new products to these customers
- Management of a whole new portfolio of clientes, being opening more than 80 new customers;
- Fast increase in company sales numbers. From 0 to 100 ton/month;
- Open more than 100 new customers.
- Elaboration of the Company's Goals and Forecast
- Responsible for the inclusion of new products in the line as NBR, CPE, EPDM, CSM, Silicone rubber, FKM, Plasticizers, Rubber Chemicals, POE, TPE.
- Commercial Technical Dealing with Representatives / Suppliers
- Technical / Business Visits to Clients from all over Brazil, developing new products and solving / adjusting process / formulation of these clients. In this aspect I have the opportunity to know several companies with different technologies, as well as variable structures and conditions and to realize a technical sales;
- Technical interface with customers and representatives;

### January 2011 – January 2017: Auriquímica

- Company that has acted for 32 years in the market of Adhesives, Rubber, Plastic, Latex.
- Position: Technical Manager with Commercial Attributions.
- Activities: responsible for all the technical part of the company, as well as all the developments and the problem resolution in clients. Internally responsible for the new goods inclusion and the development of these new goods in the market, reaching huge levels of expansion of such goods. Furthermore, prospect of new customers

and new markets make part of the work target. Total interface with the commercial department of the companies, besides I have autonomy about the sales team, as well as commercial negotiations in key account, in addition the team's demanding about the sales performance;

- Commercial technical negotiation with the represented/suppliers ones;
- Managing a team with 10 employees, with the responsibility of all technical training of the team, as well as the demanding of the team about the developments and commercial performance;
- Responsible for the elaboration and execution of monthly meeting of sales and development;
- Elaboration of annual and trimester targets of the company, dividing it by goods groups, in a total of 400 items.
- In 2012, I gave a lecture in Cetepo conference – RS with the following title: free plasticizer of phthalates.
- In 2014, I gave a lecture in Santa Catarina Senai with the following title: Alternative to the phthalatic plasticizer..
- Participation in lectures, fairs and events related to rubber and plastic;
- Elaboration of technical congress for customers;
- Technical / Commercial Visits in Customers of whole Brazil, developing new goods and solving / adjusting process / formulation of these customers. In this feature, I have the chance of meeting diverse company with different technologies, as well as structures and variable conditions.
- **Acting in represented as :**
- -Arkema: all the line of organic peroxide;
- -Bayer: promoter of adhesion and polychloroprene rubber for adhesive;
- -Busche & Lepper: Oxides and carbonate of magnesium;
  - Dow Corning: Silicone Rubber and fluorosilicone, as well emulsion and silicone fluid;
- -Dow Chemical: EPDM rubber (Nordel brand name), besides polyolefin as Engage, Versify and Infuse;
- -Chemous (DuPont): fluoridated rubbers (Viton), chlorinated rubber (Neoprene);
- -Imerys / Itatex: All the line of inorganic / mineral specialities;
- -Imperial: Indian origin specialized in the rubber production based on NBR / PVC
- -Lanxess: Vulcanization Accelerators, antioxidants, monomeric plasticizers, polymeric free of phthalates, butyl rubbers, among others;
  - Rhein Chemie: process agent, accelerators in master batch, release agent, among others;
  - Sasco/Flow Polymers: American industry specialized in antiadherent (antitack) for rubber covering unvulcanized and other special materials;
  - Zeon: special rubbers, such as, HNBR (hydrogenated nitrile), ACM (polyacrylics), ECO (epichlorohydrin), and other special additives;

- Partner in Asia, Europe and USA of products such as accelerator, plasticizer, special zinc oxide, special additives among others;

## 1999 - 2011 – Hutchinson Brasil Automotive

- Formulation (Material Development / Lab Supervisor)
- Responsible for development of new compounds, new materials development, technical assistance to clients, treating the new developments, as well as the problem resolution, support to the part production and compounds, responsible for IMDS (international material data sheet) and spreadsheet filling up for the customers, new parts quotation (feasibility analysis), definition of compound according to specifications, responsible for the physical and chemical characteristics of composites, technology transfer from Europe to Brazil, formula nationalization, saving costs of compounds, process development of compounds. Experience in vertical and horizontal injection process, compression, extrusion, semi continuous extrusion, flashless. Fail Analysis.
- Knowledge and development of materials for parts such as Profiles, orings, air cleaner hose, hoses, rubber seals, gaskets, diaphragms, gaskets, brake parts in general, seals and foams.
- Formulation development for food grade (food contact), perfumes and home appliance.
- Formulation development of ECO free of lead, nickel and ETU. Formulation of AEM free DOTG, and EPDM nitrosamine free, as well phosphate accelerator. Besides that knowledge/formulation in sponge rubber;
- Experience with materials: EPDM; EPDM/ Peroxide; NBR; NBR PVC /HNBR; ACM; AEM; VMQ; FKM; NR; IIR; SBR; ECO, BR.
- Work with thermoplastics compounds;
- Knowledge of assays, such as hardness Shore A/D/IRHD, tensile strength, elongation, tearing, resistance to low temperature, resistance to the ozone, compression set, abrasion, resilience, hysteresis, age to the heat, oils, fluids and solvents, dispersion, flammability, MEV, Tga, DSC, Tg, FTIR, among others.

## EDUCATION

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1999-2000 Universidade de Ribeirão Preto – UNAERP

*Course: Chemical Technician (complete)*

2000-2003 Instituto Educacional de Monte Alto  
*Course: Bachelor in Business Administration (complete)*

2009-2011 Uniube  
*Course: Chemistry (complete)*

## EXTRACURRICULUM ACTIVITIES

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- Reading training and technical draw Interpretation.
- The tools for continuous improvement (Qualical)
- Problems of processing and extrusion of rubber compounds
- Resolution of vulcanization problems and molding (Budemberg)
- Seminar about carbon black production and utilization (Cabot).
- New additives application of process in the rubber industry (Struktol)
- Basis of rubber formulation (Budemberg)
- Process of rubber compounds mixture (Budemberg)
- Rubber Technology (Flexsys)
- Course of information about the rubber industry ( *LANXESS GERMANY*)
- Basic Chemistry of Silicone (Dinaflex)
- PAPP 4ª Edition
- DOE (experiments delineation)
- IMDS (International Material Data System) -
- *Elementary General English; Written Communication Skills low; Conversation Module Low: escolar Malvemhouse – LONDON – UK - July to August 2010, 4 weeks.*
- Peroxides Application: Arkema
- Specials Elastomers application :Zeon
- Mineral Specialities: Imerys
- Polyolefin: Application: Dow
- Adhesive Base Metallocene: Dow

## LANGUAGES

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French, English

## INTERNATIONAL EXPERIENCE

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- 2005: 30 days – professional trip to France and Spain:  
Objective: Technical visit to 9 business units, including the research center, Seminar of the chemists of the Hutchinson Group, Transfer of technology to Brazil, Training in General.
- 2006: 10 days in Germany, performing training in Lanxess, 10 days in France performing technology transfer to Brazil.
- September 2007: 15 days in France, taking part in the Chemists Seminar of Hutchinson Group, technical visit to 3 business units, including the Research Center and a new cell of Thermoplastic.
- 2009: Technical visit to Renault Argentina.
- 2009: 10 days in France, taking part in the Chemists Seminar of Hutchinson Group, technical visit to 2 business units, orings and rubber seal
- 2010: 4 weeks in England studying English.
- 2010: One week in France. Participation in the Chemists Seminar of Hutchinson Group

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Regards,

Daniel Fernando Marton