

Mark Siebert

Commercial Vice President - Americas at Polymer Group Inc

Summary

Primary experience includes senior commercial leadership and general management roles supporting the Plastics, Coatings, and Specialty Chemical's Industries. A collaborative, result's oriented leader delivering growth both in mature as well as new businesses with a dynamic interpersonal style who enjoys driving change, leading large multi-functional organizations, and leading strategic initiatives. Interest resides in senior sales and marketing leadership in a growth environment.

Specialties

General Management, Sales, Marketing, Business Development, and Purchasing

Experience

Commercial Vice President - Americas at Polymer Group Inc

December 2013 - Present (1 year 8 months)

Sales, Product Development, and Customer Service Leader for the Americas representing \$850MM in revenue. Responsible for growth strategy execution and profit maximization focused on the hygiene, filtration, industrial and consumer wipes, healthcare, and technical non-woven markets.

Vice President/GM at Kraton Polymers

October 2009 - December 2013 (4 years 3 months)

Commercial Leader for the Adhesives, Sealants, and Coatings end use business unit driving development and execution of commercial strategy and strategic growth plan.

Global Business Director at The Dow Chemical Company

January 2009 - October 2009 (10 months)

Linear Alpha Olefin's commercial leader responsible for the global sourcing strategy and acquisition of >\$1B of ethylene derived co-monomers, asset management, and development of feedstock investment alternatives to support growth in the Polyethylene, Specialty Elastomers, and Chemical's business units representing \$14B in sales.

2 recommendations available upon request

Global Purchasing Director - K-Dow at The Dow Chemical Company

October 2008 - December 2008 (3 months)

Develop independent organization and purchasing capability to support formation of new \$15B Plastics and Amines JV. Accountable for strategy development and purchasing implementation for \$2B of direct raw

materials, logistics, and corporate services as well as \$2B of indirect purchases of capital equipment and packaging.

Corporate Account Executive at The Dow Chemical Company

June 2008 - September 2008 (4 months)

Drive strategic growth across basic and specialty chemicals representing \$500MM of revenue to Rohm and Haas and other corporate accounts.

Marketing Director at Dow Chemical

May 2007 - May 2008 (1 year 1 month)

Functional leader for global marketing organization responsible for branding enhancement, growth initiatives, and global marketing plan for \$6B Epoxy and Specialty Chemicals Portfolio

1 recommendation available upon request

Global Business Director at The Dow Chemical Company

January 2005 - April 2007 (2 years 4 months)

Specialty Epoxy Resins Business Unit leader responsible for global strategy, business unit financial performance, asset investment (9 plants), and commercial organization (12 direct reports).

1 recommendation available upon request

Skills & Expertise

Purchasing

Business Development

Market Development

Marketing

Sales

Coatings

Strategic Planning

New Business Development

R&D

Long-term Customer Relationships

Leadership

Product Management

Sales Management

Resin

Strategy

Management

Marketing Strategy

Business Strategy

CRM

Product Development

Plastics

Six Sigma

Polymers

Mergers & Acquisitions

International Sales

Change Management

Education

University of Missouri-Columbia

BSIE, Engineering, Statistics, Operations Modeling, 1985 - 1989

Activities and Societies: President -Delta Chi Fraternity

Interests

change management, new business development, strategic marketing, operational execution, business revitalization, personnel development

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4 people have recommended Mark

"Mark is an insightful business leader with a good strategic mindset. He can look at a business portfolio from a top down and from an outside/in perspective and see what the key drivers to success (or failure) are. He is not afraid to make the tough business decisions and is supportive of active discussions on planning and strategy with his subordinates. Mark is an effective manager that listens to his staff, gives his opinions, fosters ownership and challenges team members to do what is best for the business and the company. Mark delegates as appropriate, but does not ignore the details. Rather, he has the canny ability to quickly absorb the necessary detail, assimilate key learnings, develop insightful observations and drive the appropriate activities the data indicates. Mark has great interpersonal skills and communicates well both up and down the organization."

— **Sheila H.**, *Finance Manager, Dow Chemical*, worked indirectly for Mark at The Dow Chemical Company

"Mark is a strong leader with a broad background in Sales, Marketing, Product Management and global Business Leadership. He excels at quickly assessing business needs, building leader consensus, and making sense of the gray space--while still delivering on strategic objectives"

— **Chris K.**, *Global Product Manager, The Dow Chemical Company*, worked directly with Mark at The Dow Chemical Company

"Mark has excellent leadership and interpersonal skills along with a strong strategic mindset. He has demonstrated the ability to deliver results, take risks to expand value creation and most importantly drive growth. The combination of Mark's business and marketing leadership skills creates a unique capability to align strategic market & channel participation, prioritize R&D innovation and link this to growth that aligns to the business goals. Mark's outstanding attitude, industry and customer relationships make him an excellent commercial leadership candidate for any organization."

— **Pam B.**, *Vice President, The Dow Chemical Company*, managed Mark at Dow Chemical

"From my very first encounter with Mark, I knew that I had come across a unique talent. His energy is like a category five hurricane. Except he doesn't destroy, he builds. And he does it through exceptional leadership capabilities. I have never seen someone so effective at communicating a vision and sense of purpose and inspiring the allegiance of team members to its fulfillment. He is a professional with CEO qualities, in my view. During his time with Dow's epoxy business, he created a climate in which all those around him

wanted to do his/her best. Thanks to his leadership, the business realized record results. His relationship building skills, customer-focused approach, strong business sense, results-orientation, decisiveness, high work standards, sheer persistence and integrity make him very effective. When Mark moved on to another role in the company, I was asked to write an article for our internal newsletter about his contributions through the years. Mark, however, was insistent that the article focus more on the insights he could share with the business to pave the way for success in the future. That's Mark in a nutshell – focused on results and the success of people on his team. I give Mark two thumbs up, and if he asked I'd try to give him two more!"

— **David C.**, *Business Public Affairs Manager, Dow Epoxy, The Dow Chemical Company*, worked indirectly for Mark at The Dow Chemical Company

[Contact Mark on LinkedIn](#)