



# HEAD OF GLOBAL BUSINESS

CINCINNATI, OH

# ABOUT THE COMPANY

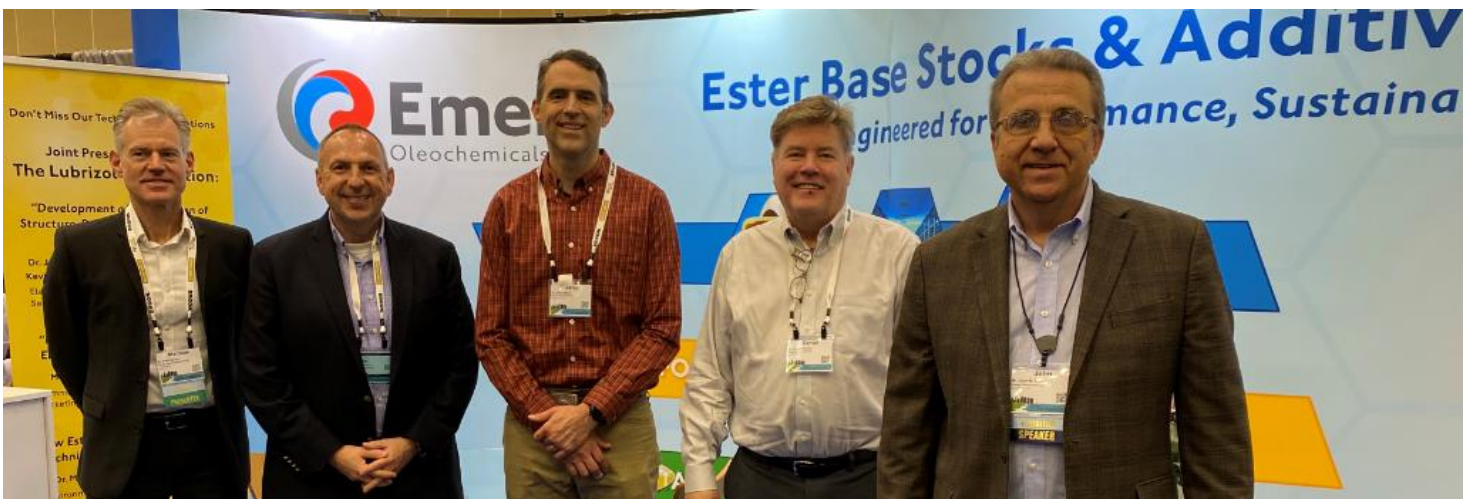
Emery Oleochemicals was founded by Thomas Emery, Sr. who started a tallow and candle business in 1840 in Cincinnati, Ohio. Today, Emery Oleochemicals is a name synonymous with the production of high-quality, natural-based chemicals commonly made from natural oils and fats. Emery is the largest oleochemicals manufacturer in the Americas and the largest global manufacturer of azelaic acid. The company has ~300 employees in their headquarters and manufacturing operations in Cincinnati and another 250+ in locations in Europe and Asia Pacific.

- *Are you living in or open to relocation to the Cincinnati, OH regional area?*
- *Are you interested in leading multiple sales platforms and the global sales organization in the specialty chemical industry?*
- *Are you motivated to help lead a \$500M business with plans to double in size in the next 5 years?*
- *Have you previously created and executed the strategic vision to drive global business growth?*
- *Have you driven a culture of accountability within your organizations?*



## THE OPPORTUNITY

The Head of Global Business will be responsible for driving the company's global strategy, overseeing international business and sales operations, and ensuring sustainable growth across multiple markets in the Oleochemicals and Specialty Chemicals industries. This role requires visionary leadership, strategic planning, and the execution of business initiatives on a global scale. This person will work closely with regional teams, senior management, and key stakeholders to achieve business objectives and expand the company's global footprint. The position will report to the Chief Operating Officer and manage multiple business unit and sales leaders plus their respective organizations of ~40 people.





## WHAT YOU'LL BE DOING

- **Strategic Leadership**
  - Develop and implement the global business strategy, ensuring alignment with the company's overall vision and goals.
- **Market Expansion**
  - Identify and evaluate new market opportunities, assess potential risks, and lead market entry strategies.
- **Operational Oversight**
  - Oversee global business operations, ensuring efficient and effective processes across all regions.
- **Revenue Growth**
  - Drive revenue growth through strategic partnerships, sales initiatives, and customer acquisition strategies through leadership of the business organizations.
- **Stakeholder Management**
  - Build and maintain strong relationships with key stakeholders, including customers, partners, and internal teams.
- **Team Leadership**
  - Lead, mentor, and develop a high-performing global team, fostering a culture of collaboration and innovation.
- **Financial Management**
  - Develop and manage the global budget, ensuring financial targets are met and resources are allocated effectively.
- **Compliance and Risk Management**
  - Ensure all international operations comply with local regulations and company standards.
- **Performance Monitoring**
  - Set and monitor performance metrics, using data-driven insights to make informed business decisions.
- **Brand Management**
  - Enhance and protect the company's brand and reputation across global markets.
- **Respect the Culture – but Lead Change**
  - Emery is a great place to work with many traditional practices and values.
  - Help create a vision for the future that invites and supports change.





## THE KEY REQUIREMENTS

- Bachelor's degree in Chemistry, Chemical Engineering, International Business, or a related field; MBA or other advanced degree preferred.
- 20+ years of experience including 10+ years in a leadership role with a strong track record of managing international business operations. Chemical industry experience is strongly preferred.
- Must live within a commutable distance of Cincinnati, OH. Relocation assistance will be provided.
- Critical understanding of international geopolitical climates affecting the business.
- Proven ability to develop and execute global business strategies.
- Visionary leadership and team management skills.
- Excellent communication and interpersonal skills.
- Strategic thinker with a customer-centric, solutions-based approach.
- Financial acumen with experience managing budgets and P&L.
- Ability to work in a fast-paced, dynamic environment.
- Knowledge of global markets, cultural nuances, and international business practices.
- Demonstrated success leading a global sales organization.
- Ability to travel up to 20% - 30%.

## KEY PERSONAL ATTRIBUTES

- Strategic Vision
- Leadership and executive influence
- Humble, low ego, and thrives in a "roll up your sleeves" environment
- Decision-Making
- Cross-Cultural Communication
- Negotiation and Problem-Solving
- Adaptability and Resilience
- Analytical Thinking



## THE PAYOFF

- Drive change and build a legacy within the business
- A competitive salary, performance-based bonus, car company vehicle, and comprehensive employee benefits and 401(k) savings package



## LEARN MORE & APPLY

This executive search is being led by **Barry Elkus and Chuck Aardema**. Use the contact information below to reach out via email with any questions. Please reference the position title and organization in the email header. **[APPLY ONLINE.](#)**



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