

**Senior Consultant
 Managing Director
 Board Member
 Teacher**



Client Representative

- Managing Director of two start-up companies (high performance filler solutions, www.hpfminerals.kr) in South Korea
- Liquidator of the company, Meren in Jordan
- Audit and restructuration of companies in Brazil, Guatemala, Jordan, Turkey, Tunisia, and Egypt
- Set up of joint ventures in Vietnam, Jordan
- Business Development Manager in Asia, Turkey, India and MENA
- Preparation of market studies
- Contract negotiations with big groups such as Corning (TFT glass) in the USA, Mitsubishi in Japan and Guardian in Bahrain
- Sales Director in Italy and Switzerland
- Interim Manager in Vietnam, Jordan, Malaysia, Turkey, Brazil, Guatemala, Scotland

<p>Areas of expertise</p> <ul style="list-style-type: none"> • Managing companies in developing countries on behalf of European groups • Identification of JV partners and acquisitions • Coaching of executives • Change management • Reorganization of sales and finance departments • Process audit (ISO) 	<p>Professional/corporate experience</p> <ul style="list-style-type: none"> • Sibelco Group – CEO MENA region and Switzerland, Interim CEO in Italy, Board Member in Switzerland, Italy, Egypt • Quarzwerke Group – CEO Asia and business development • Gruppo Minerali – Audit and company restructuring in Scotland, Tunisia, Egypt, Guatemala, Brazil, and Turkey • Adwan Chemical – market studies for new products and cristobalite kilns • Crescent Petroleum, Al Habtoor Leighton group – company reorganization
<p>Client types/levels of experience</p> <ul style="list-style-type: none"> • Tiers 1-3 <p>Industry experience</p> <ul style="list-style-type: none"> • Mining • Ceramic, glass, foundry, electronic • Financial, tax and legal services • Internal controlling, accountancy, treasury • Schools, hotels 	<p>Academic experience</p> <ul style="list-style-type: none"> • Professional University of Applied Science – Visiting Lecturer • University of St. Gallen – Civil Process Law Assistant

<p>Functional experience</p> <ul style="list-style-type: none"> • Consultancy • Managing Director • Board Member • Business Development Manager • ISO Auditor • Coach and Mentor 	<p>Education</p> <ul style="list-style-type: none"> • Advanced management trainings with degree from Northwestern University Chicago, Kellogg School of Management • MBA – University of Basel • LL.B. (lic.iur.) Bachelor of Law, HSG, University of St. Gallen, Switzerland
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Professional achievement

1. Reorganization of sales department

2008

Situation: Italian Sales Director indisposed for 18 months.

Achievement: Within three days, Bottini relocated to Italy. He took on the position of Sales Director (€120 million yearly turnover) and reorganized the sales department. He introduced a new reporting system, systematic customer visits and reports with key ratios, benchmark and key accounts approach. Due to the success of actions implemented, Bottini was appointed to the Board of Directors.

2. Emergency action planning

2011

Situation: Egyptian revolution – economy decline and collapse - impossible to export from Egypt.

Achievement: Bottini organized a guaranteed raw material supply from other plants outside Egypt. He also increased the turnover, tons and EBITDA dramatically. Bottini also implemented a health and safety plan to guarantee staff safety.

3. Market study

2013

Situation: A Saudi investor wanted to invest in a new plant in Indonesia.

Achievement: Preparation of a market study with identification of potential acquisition targets.

4. Market and product development

2013

Situation: Develop new businesses for a client in Saudi Arabia whose market was booming.

Achievement: Bottini prepared a market study and country overview working with a local marketing research company. Bottini negotiated and finalized a joint venture with a member of the royal family.

5. Asian Group wanted to build a cristobalite kiln

2013

Situation: Market study and introduction of key service providers.

Achievement: 18m USD project was completed successfully.

(Need to format this like the others.)

6. Closure of a company in Egypt

2014

Situation: An Egyptian subsidiary of an Italian group was burning cash.

Achievement: Liquidation of the company without incurring any social issues.

7. German group wanted to expand its activities in Asia

2014

Situation: Due to cultural differences, negotiations stagnated.

Achievement: Negotiation of a JV agreement including the establishment of the JV.

8. Reorientation of a company in Guatemala
2015

Situation: Insufficient sales to operate profitably.

Achievement: Strategic changes and creation of new markets.

9. Change management in Tunisia
2015

Situation: CEO was fired due to wrong doings administratively.

Achievement: The hiring and integration of the new CEO into the business and introduction of compliance rules including an internal audit.

10. Agreement of long-term supplying contract in the USA
2016

Situation: German customer only wanted to invest if customers signed a long-term contract.

Achievement: Negotiation in the USA and MOU regarding a 5-year sourcing contract.

11. Negotiation export fee in Vietnam
2016

Situation: Export fee of 30%.

Achievement: Introduction of new brands and reduction of the export tax fee to 5%.

12. Coaching of a new CEO in Brazil
2017

Situation: New CEO had no administrative and commercial experience.

Achievement: New CEO (engineer) was able to supervise the preparation of monthly reporting.

13. Coaching of a new commercial director in Scotland
2018

Situation: The Plant Manager was appointed CEO.

Achievement: Preparation of a marketing plan, reporting system and cost allocation system.

14. Mentoring of a CEO in Turkey / business development
2019-2020

Situation: the company was performing poorly. (900,000 euros in turnover and an EBIT loss of 600,000 euros.

Achievement: Reorganization of the production with cost savings and an increase in sales. EBIT 2019= 0

Negotiation of JV with a Turkish mining group.

15. Engineered Stone Market Study
2020

Situation: Prepare a world market study about the engineered stone industry (including all the value chain from the suppliers of raw materials to the final customers.

Achievement: The market study is considered a working tool by many specialists in the EGS field.

16. CEO of two start-up companies in Korea
2016-

Company 1:

Situation: A new company had to be created due to local distributors terminating their contracts and then starting to work with the competition.

Achievement: Find office space, recruitment of sales and administrative staff, the realization of a net cash flow of 300,000 euros in 2017 which was twice what the previous distributor was achieving.

Company 2:

Situation: A new mineral processing plant had to be built in Asia.

Achievement: Completion of the market study, identification of where the plant was to be built in Asia, negotiations with the province authorities to acquire a plot of land in the industrial zone of Dangjin (South Korea) and with the government (South Korea) to receive tax incentives and a cash grant. Hiring of sales force and organization of the distribution channel in China, Taiwan and Japan. Successful completion of the grinding plant. (Citation received from the Trade and Energy Minister).