

Edouard JANSSEN

Born June 2nd, 1978
Belgian



PROFESSIONAL EXPERIENCE

May 2019 to date – SOLVAY SA, Corporate Headquarters		Brussels, Belgium
	Vice-President: Assignments in Strategy and M&A	
	<ul style="list-style-type: none">Acted as M&A manager on c. 15 transactions (including joint-ventures) out of which 5 are getting doneSupported the corporate strategy team on the development of roadmaps (5 year plans) for specific GBUs	
2014 to 2019	GBU Aroma Performance, Solvay USA Inc.	Princeton, NJ, USA
	Vice-President: General Manager for North and Latin Americas	
	<ul style="list-style-type: none">Initially GM for Nam and integrated Latam activities mid-2015. Scope included c.150 people; 22 M€ “Ebitda” in 2018; 1 factory + 1 (ex-Cytec) production unit in the USA; and a core Latam team in Sao Paulo, BrazilFrom '14 to '19, profits grew by +5.5%/year. Achievements: driving profit growth while facing low-cost Asian competitors, implementing a manufacturing excellence program (which allowed to deliver record production levels in '15 and '18), and modernizing a dormant team. (My engagement rate ranked highest in GBU Mgt 3 years in a row).Business development: out of various projects tested, successful development, production & launch of Rhovanil US Nat, our me-too product to capture the booming natural trend (ie 38% market CAGR from '14 to '19). Strong product launch at IFT trade show mid-2018. Sales grew c. x5 between '18 and '20, to reach c. 10% of our regional sales.	
2011 to 2014	SOLVIN, JV between Solvay & BASF with 1.3 Bn€ sales and 1500 employees (factories across Europe & Russia)	
	Finance Director, Vice-President	Brussels, Belgium
	<ul style="list-style-type: none">Provided regular updates to the Solvin Board, incl. BASF, while preparing the contemplated merger to set up Inovyn.Achievements: mobilized plant managers (to maximize cash during challenging quarters); co-creating <i>Solvin15</i> (our 2015 plan to reinforce competitiveness & to focus our investments towards higher-margin PVC-E grades); halved finance staff; shortened monthly closing (D+6 to D+4); refinanced 210 M€ of Solvin bank debt, w/o Solvay guaranteeFinance representative to RusVinyl, Solvay's Joint-Venture with Sibur: greenfield PVC plant in Russia.	
2009-2011	SOLVIN BELGIUM i.e. 2 legal entities with 3 factories (incl. Zandvliet, on BASF's Antwerp site) and 600 M€ in turnover	
	Finance Manager , reporting to Solvin's Finance Director: manager of a team of 8 accountants and controllers	
	<ul style="list-style-type: none">Close involvement in plants to interact with local management on monthly closing and projects	
2005-2008	SOLVAY SA, Corporate Headquarters	Brussels, Belgium
	Deputy Group Treasury & Funding:	
	<ul style="list-style-type: none">Organized selection and negotiated terms with banks to structure the project financing (750 M€) of a grass-root Joint-Venture in PVC with Sibur, in Russia. EBRD participated in both debt and equity, to reduce political risk.Mirrored S&P and Moody's methodologies to assess Solvay's credit rating, and ran scenario analyses for M&A deals; Close coordination with lawyers and tax specialists.	
2003-2005	MORGAN STANLEY – IBD and GCM, Analyst	London, United Kingdom
	Corporate Derivatives Group: Managed clients and deals generating ~2 M€ profit per year:	
	<ul style="list-style-type: none">Initiated relationships with Belgian accounts, generating ~300 k€ profit in first 6 months;Took over dialogs with various French corporates and increased revenues; structured and sold products.	
	Financial Modeling: (incl. obtained FSA certification - Financial Services Authority):	
	<ul style="list-style-type: none">Trained through rotations in various Inv. Banking teams and from Morgan Stanley's training modules.	
EDUCATION		
2020-2021	IMD: High Performance Boards	Switzerland
2018-2019	Korn Ferry: From Executive to Leader Institute (12 month coaching starting with a 360 evaluation)	
2008-2009	INSEAD MBA - MBA Class of July 2009 - GMAT : 720	France & Singapore
1999	McGill University - Exchange (Erasmus)	Montreal, Canada
1995-2000	Solvay Brussels School: Master of Science in Finance & Management: 3 Years Magna cum Laude; 2 years cum Laude; Prix de Barys for Best Thesis (on weather derivatives; 1500 Euros); Student representative (96-00) and Administrator of Cercle Solvay (98-99)	
	French (native), English (fluent), Dutch (proficient), Spanish (conversational)	
LANGUAGES		
OTHER EXPERIENCE		
2016-Present	Solvay Brussels School – Advisory Board member (and Vice-Chairman since March 2020)	
2018-Present	INSEAD Hoffmann Institute – Advisory Board member (HGIBS – Hoffmann Global Institute for Business and Society)	
2008-Present	Trusted Family (co-founder & chairman; provides secure software to c. 150 family businesses and family offices. Clients located mostly in EU and USA. Around 30 employees. The Solvay and Etex-Aliaxis families were our 2 first clients).	
2001-2002	European Investment Bank, Trilateral Commission, European Commission	Paris, Luxemburg, Brussels
	Interned for 5 months each with 3 public institutions. My role was consultant/research analyst on specific topics.	
2000-2001	Gap Year – Trip around the World	mostly Latin America & India
	Learned Spanish in Salamanca, Spain – Volunteered for social projects in Venezuela and in India – Climbed a 6300 m. summit in the Himalayas and practiced meditation in Tibetan monasteries– Worked with gaucho's in farms in Argentina.	
PERSONAL INTERESTS	Sports (skiing, tennis, cycling, yoga; climbed various 4000m's in the Alps, including Mont Blanc, and Island Peak at 6200m in the Himalaya's), Books and documentaries, Building a better world, Meditation.	