



Commercial Development

Commercial Development is a very complicated yet lucrative aspect of corporate strategy, corporate finance, and Merger, Acquisition and Joint Venture management. Extremely intelligent talent is needed in this area to ensure that the companies being bought, sold, and combined will help grow your company in its specific industry.

The **Ropella Commercial Development Team** understands the unique recruitment challenges faced by the commercial development arena. Our

understanding of your company, your customers and current trends means we can find just the right fit, quickly and efficiently. The Executive Search Consultants on our Commercial Development Team are likely members of the same trade associations and attend the same events as you and potential candidates for your company.

Over the past twenty years, we have proven our ability to help companies grow and prosper by developing their most important competitive advantage — talented people. You can count on us to find you the people that will drive your business forward.

For more information, please contact:

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Look for our articles in *ICIS Chemical Business* and other industry publications.

Look for our articles in industry publications, including:

- » *ICIS Chemical Business*
- » *Chemical Week*
- » *Happi*
- » *Selling Power*

We participate in industry associations such as:

- » Commercial Development and Marketing Assoc. (CDMA)
- » Industrial Research Institute (IRI)
- » Chemical Heritage Foundation
- » American Chemical Society (ACS)
- » Societe de Chemie Industrielle

We regularly attend industry trade shows, including:

- » SCC
- » Economic Development Forum
- » CDMA Meetings

We have served and developed relationships with leading companies in the industry, including:

- » Dow Chemical
- » Sony
- » Pfizer
- » SC Johnson
- » Coca-Cola
- » Procter & Gamble
- » Johnson & Johnson
- » BASF
- » L'Oreal
- » Akzo Nobel

Typical position and functional searches conducted in the industry:

- » Commercial Development Director
- » Business Unit Director
- » Strategic Planning Manager
- » Vice President & General Manager
- » Merger & Acquisition and Joint Venture Leader
- » President
- » Vice President of Innovation
- » Director of Strategic Initiatives
- » Market Communications Manager
- » Venture Capitol Partner



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