



FORUM IAR INDUSTRIE, METIERS ET FORMATIONS

1^{er} octobre 2015
Université de Technologie de Troyes

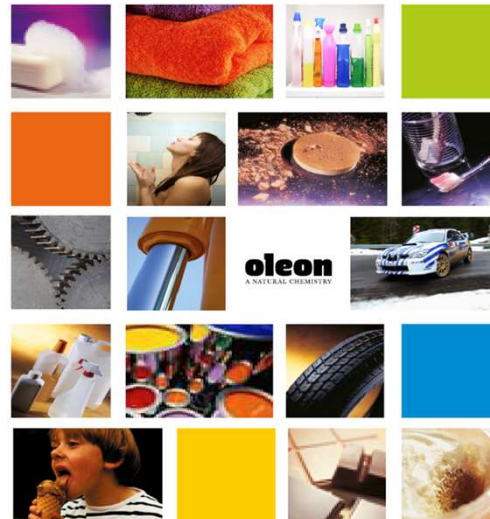
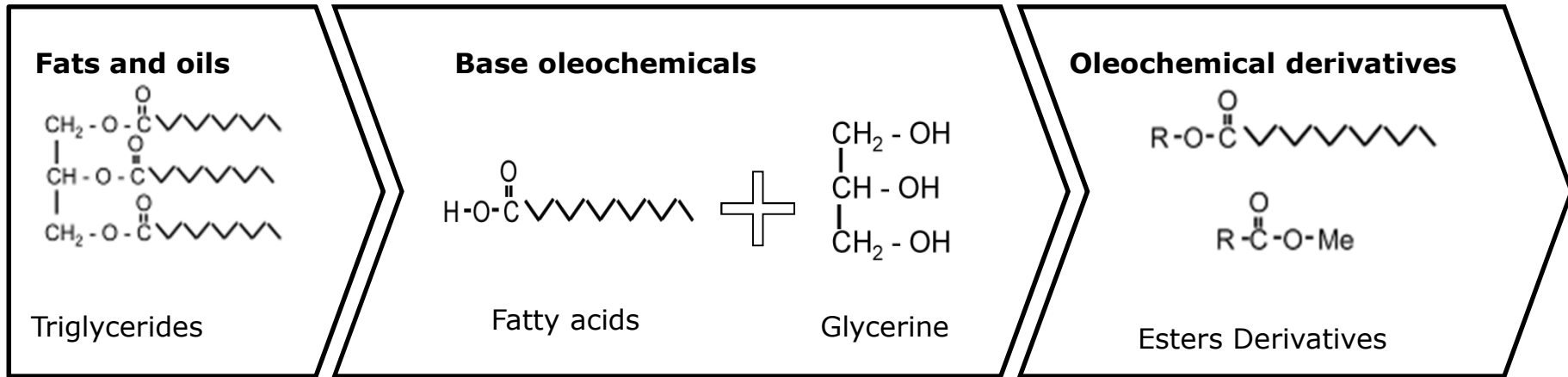
oleon
Avril GROUP

Sophie SAMBOU

OLEON – KEY FIGURES

- **No. 1 in Europe** for oleochemicals with estimated market share 25%
 - **No. 1 worldwide** for glycerine production
 - **909 employees** worldwide
 - **7 production plants**
 - ↳ Ertvelde (+ HQ) – Belgium
 - ↳ Oelegem – Belgium
 - ↳ Compiègne – France
 - ↳ Emmerich – Germany
 - ↳ Port Klang – Malaysia
 - ↳ Porto Corsini – Italy
 - ↳ UniOleon – Malaysia
 - **11 sales organizations** in Europe, USA and Asia
 - Producing & selling more than **527 kton/year of oleochemicals**
 - **683 mio €/y turnover** in 2014
 - Complete upstream integration into vegetable oil in Europe.
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A NATURAL CHEMISTRY

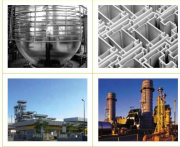


- ❖ **7 market segments:**
 - ❖ Health, Beauty & Home care
 - ❖ Oilfield Chemicals
 - ❖ Lubricants and Lubricant Additives
 - ❖ Agrochemicals
 - ❖ Polymer additives
 - ❖ Coatings, Inks & Solvents
 - ❖ Nutrition

PROFESSIONAL DISCIPLINE CATEGORIES



INNOVATION: R&D manager, project manager, R&D engineer, technician



OPERATIONS: Process engineers, Technicians, supply chain workers, Purchaser



MARKETING & SALES: business managers, product managers, sales managers, sales assistants

PROFESSIONAL PROFILES

Product manager

- **Mission:** Technical support, sales training for new products; product information/documentation; follow R&D projects from market side; achieve sales development...
- **Profile:**
 - Scientific and technical background supplemented by sale specialization;
 - Excellent commercial and communication skills;
 - Open to frequent travel;
 - Fluent in French and English.

R&D engineer

- **Mission:** manage assigned R&D projects and allocated resources in line with safety requirements and priorities defined by our innovation committee, marketing and sales teams
- **Profile**
 - Master or PhD degree (Chemistry),
 - Ability to run multiple projects simultaneously;
 - Ability to work collaboratively in a team environment;
 - Strong analysis, data interpretations and problem solving skills;
 - Ability to work in a multicultural environment;
 - Fluent in French & English, any other language is an advantage.

Technician

- **Mission:** proceed to the implementation of the different fermentation trials in order to define the methods and the most suitable procedures for industrial scale production.
- **Profile:**
 - Bac + 2 min (BTS or DUT in biotechnology or microbiology)
 - First practical experience of fermentation
 - Experience of working in clean environment (pharmaceutical, food)
 - Availability and mobility (possible duty period);
 - Fluency in technical and conversational English.