

Executive Biography

James G. (Jim) Stutelberg

Vice President, Marketing & Sales
Hemlock Semiconductor Group

Primary Responsibilities

- Vice president, Marketing & Sales for a world leading manufacturer of polycrystalline silicon used in semiconductor and solar applications
- Plan, organize and direct long-range market planning and product offerings
- Manage and provide leadership to order entry, customer service, sales, marketing, account receivables, scheduling and technical service functions to achieve sales objectives
- Accountable for development and delivery of global sales plan
- Responsible for the negotiation, authorization and maintenance of customer contracts
- Positively influence the Hemlock Semiconductor[®] brand by understanding customer expectations, managing the company's response to those expectations and empowering employees to live up to brand standards for quality, reliability and responsive service

Experience and Expertise

Jim began his career with Dow Corning in 1996 in sales, coming from Ashland Chemical, where he also worked in the sales function. In 2000, he led the successful launch of Dow Corning's *Molykote*[®] Oils in North America as the marketing leader. After spending time in several sales and commercial leadership roles for Dow Corning in North America, Jim and his family moved to Shanghai, China in 2004. Once there he helped build a successful commercial team for Dow Corning's industrial lubricants and sealants business. From 2006 to 2007, Jim led the Specialty Chemicals Business' New Business Development Team for the Greater China region. This team put in place new commercial business models in China, which have resulted in significant growth to date. From 2007 to 2009, Jim led and served as the specialty chemicals business director for the Greater China region, where he also served as a key member of the Greater China Business Council and the specialty chemicals global business board.

Education

- Master's of Business Administration, Case Western Reserve University
- Bachelor of Arts in Economics, University of Michigan

Community Involvement

- Corporate Member, MidMichigan Health, Midland, Michigan
- Board of Directors, Midland Country Club, Midland, Michigan
- Board of Directors, Midland Fastbreak Youth Basketball Organization, Midland, Michigan
- Jim and his family are members of First United Methodist Church in Midland, Michigan



Guiding Principle

"I believe very strongly that we should always seek first to understand others, before we seek to be understood. Actively seeking diversity of thought is even more important in today's world. I also believe that the very best leaders are able to clearly articulate an overall direction for an organization and empower their teams to figure out how to get there."

About Hemlock Semiconductor Group

Hemlock Semiconductor Group consists of several joint venture companies owned by Dow Corning Corporation, Shin-Etsu Handotai and Mitsubishi Materials Corporation. Hemlock Semiconductor is a leading provider of polycrystalline silicon and other silicon-based products used in the manufacturing of semiconductor devices and solar cells and modules. Hemlock Semiconductor began its operations in 1961.