

Jim Stutelberg

Vice President and Director of Marketing & Sales
Hemlock Semiconductor Corporation and Hemlock Semiconductor, L.L.C.



Primary Responsibilities

- ❖ Vice President and Director of Marketing & Sales for a world leading manufacturer of polycrystalline silicon used in semiconductor and solar applications.
- ❖ Plans, organizes and directs long-range market planning and product offerings.
- ❖ Manages and provides leadership to order entry, customer service, sales, marketing, account receivables, scheduling and technical service functions to achieve sales objectives.
- ❖ Accountability for development and delivery of global sales plan.
- ❖ Responsible for the negotiation, authorization and maintenance of customer contracts.

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 2006-2007, 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 2007-2009, 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.

Education

- ❖ Masters of Business Administration - Case Western Reserve University
- ❖ Bachelor of Arts in Economics - The University of Michigan

Community Involvement

- ❖ Jim and his family are members of First United Methodist Church in Midland
- ❖ Volunteer basketball coach for the Midland 4th grade girls basketball league

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 Corporation and Hemlock Semiconductor, L.L.C.

Hemlock Semiconductor Corporation and Hemlock Semiconductor, L.L.C. are joint ventures of Dow Corning Corporation, Shin-Etsu Handotai and Mitsubishi Materials Corporation. Hemlock Semiconductor Corporation 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 Corporation began its Michigan Operations in 1961 and Hemlock Semiconductor, L.L.C. broke ground at its Tennessee location in 2009.