

SENIOR COMMERCIAL DIRECTOR

PHIL RAUSCH



PRIMARY RESPONSIBILITIES

Phil is responsible for leading the sales, business development and marketing functions for Hemlock Semiconductor. He manages the development, execution and accountability for sales plans, new business development, key customer relationships and product offerings.

EXPERIENCE & EXPERTISE

Phil Rausch has spent his 15-year career driving excellence and ambitious business outcomes at HSC. After graduating from Michigan Technological University with a Bachelor of Science degree in Chemical Engineering, Phil began his career at Hemlock Semiconductor in 2008 as a startup engineer for the hydrochlorination process. Over the first eight years of his career, Phil led various aspects of the manufacturing process including distillation, hydrochlorination and HCl recovery as a manufacturing team leader. He successfully implemented long-term maintenance and reliability strategies to increase site productivity. In 2016, Phil graduated from Michigan State University with a Master's in Business Administration degree while working for HSC as a business finance analyst advising the executive team on contract economics, new capital investment and business strategy. In 2018, Phil served as Project Engineering Manager and, in 2019, he rose to Business Development Manager for HSC. As a Business Development Manager, he was responsible for procurement of electricity and industrial gases for HSC's operations as well as new business ventures and strategy. Phil successfully negotiated a new long-term electricity supply contract with Consumers Energy and the acquisition of new technology. In 2021, Phil became Solar Commercial Manager and drove HSC's ESG-differentiated solar commercial strategy.

Outside of his career, Phil enjoys volunteering his time as a member of the National Ski Patrol, coaching his kids' soccer team and serving on the Midland Public Schools Board of Education.

EDUCATION

- **Master of Business Administration** — Michigan State University
- **Bachelor of Science in Chemical Engineering** — Michigan Technological University



ABOUT HEMLOCK SEMICONDUCTOR



At Hemlock Semiconductor (HSC), we transform people's lives by connecting and energizing our world through silicon technology. Since our operations began in 1961, we continue to display our passion for silicon-based technology – its versatility, its possibilities and its unique potential to improve the world we share.

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