

Phil Rausch

Senior Vice President – Commercial



Primary Responsibilities

Phil is responsible for commercial operations for Hemlock Semiconductor focused on sales strategies and customer relationships. He is responsible for driving revenue growth, negotiating key contracts, managing client relationships and ensuring the profitability of the semiconductor and solar businesses. In addition, he serves as DVP, Commercial Director, Solar for Corning Incorporated.

Experience & Expertise

Throughout his career, Phil has been a catalyst for operational excellence and transformative business growth. He joined HSC in 2008 as a startup engineer for the hydrochlorination process and quickly advanced into leadership roles across manufacturing operations—including distillation, hydrochlorination, and HCl recovery. As a manufacturing team leader, he implemented long-term maintenance and reliability strategies that enhanced site productivity. In 2016, Phil transitioned into a business finance analyst role, where he advised the executive team on contract economics, capital investments and strategic planning. Two years later, he was appointed project engineering manager, further expanding his influence across technical and commercial functions.

In 2019, Phil was promoted to business development manager, where he led HSC's energy procurement strategy and championed high-impact business ventures. He successfully negotiated a long-term electricity supply agreement with Consumers Energy and secured the acquisition of innovative technologies to support operational growth. In 2021, he 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



Hemlock Semiconductor Operations (HSC) is a leading provider of hyper-pure polycrystalline silicon and other silicon-based products used in the manufacture of semiconductor devices, solar cells and modules. At HSC, we're passionate about silicon-based technology and its unique potential to connect and energize the world we share. HSC's polysilicon enables customers to produce high-tech electronics and solar energy, and our efficient manufacturing process delivers products with an ultra low-carbon footprint. HSC began operations in 1961 and is owned by Corning Incorporated and Shin-Etsu Handotai.