

Curriculum Vitae - James Virosco
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EDUCATION:	DATE	QUALIFICATION
	1979	BS Chemical Engineering, Massachusetts Institute of Technology
	1979	BS Chemistry, Massachusetts Institute of Technology
	1985	MBA Business Administration, University of Michigan
NATIONALITY:		American
KEY QUALIFICATIONS:		<ul style="list-style-type: none">• Experienced in Strategic Planning Engagements for petrochemical companies globally• Knowledgeable in Financial Analyses• Skilled in Competitive Position and Industry Structure Analyses• International Chemical Industry Issues• Strong Background in in Polymeric Materials; Teach Polymer Course

PROFESSIONAL EXPERIENCE:

SEPTEMBER 2017 – PRESENT: RETIRED

APRIL 1987 – SEPTEMBER 2017: NEXANT INC, WHITE PLAINS, NY - VICE PRESIDENT, ENERGY AND CHEMICALS ADVISORY

In my role as Vice President, I managed and contributed to engagements in the polymer and chemical industries, including projects such as long term strategic plan formulation, market and industry analyses, competitive positioning, feasibility studies, and Independent Market Advisory engagements. Specific engagements include:

- Led major strategic growth (i.e. Masterplan or similar) engagements for clients in Saudi Arabia, Thailand, Indonesia, Bolivia, South Korea, the United States, and China. These projects typically included market analyses, price forecasts, pro-forma competitiveness, technology profiles and high-level assessments, logistics, and cash flow analyses.
- Designed and led an Independent Market Advisory engagement for a North American polyolefin project which covers feedstocks, competitiveness, pricing, markets, offtake, and marketing issues.
- Worked with clients to develop and implement Benchmarking projects, designed to measure current performance, identify gaps, and develop approaches and solutions to close these gaps.
- Performed and managed screening studies, spanning the spectrum of the chemical industry, designed to screen a wide range of products as potential long-term growth initiatives. These studies typically involved characterization of the businesses from the perspectives of demand, growth, industry structure, and potential for profitability.
- Managed and performed a number of pre-feasibility studies, to evaluate the economics associated with proposed polymer, specialty chemical, and petrochemical facilities. The models developed were used to analyze financing alternatives, and sensitivities to capital, interest rate, and prices.
- Engagement manager for several projects, performed for major chemical companies, designed to facilitate the planning process. Roles included: helping to map-out the planning process, moderator for “Five Forces” analyses sessions, active participant in discussion sessions, reviewing and critiquing clients’ planning documents, and training for participants new to the planning process.
- Led a number of projects for a variety of clients seeking to identify and structure joint ventures or strategic alliances. Work in these projects included profiles of potential partners, cost and business position vis-a-vis competitors, industry structure, factors impacting profitability, customer reaction, strategic direction and alignment, and other factors for management to consider in their negotiations.
- Project manager for several assignments designed to help generate options for growth. These projects typically began with a situation analysis of the firms existing position, and located the firm within the context of the overall industry. Next, a variety of brainstorming and other techniques were used to prepare growth options.

- Engagement manager for a major assignment which analyzed a series of growth opportunities, including step-outs into new areas. Oversaw the preparation of a series of situation analyses intended to frame the industry structure of the target products.
- Participated in several studies to understand the industry structure, attractiveness and price-setting mechanisms of selected North American polymer and specialty chemical businesses.
- Managed and participated in several assignments for the financial community, including documentation to support mergers, preparation of public offering documents, and development of cost and market information in support of loan syndication.
- Managed major parts of a strategic, issue-oriented report on long-term trends and prospects for engineering and specialty plastics. The strategic elements included identifying present industry structure, structural changes, and discussing the future of various end-use segments in light of these fundamental structural changes.
- Evaluated existing and potential markets for a developmental product. Developed an understanding of existing or potential markets in terms of their requirements, growth, expected price elasticities, and competitive position. Integrated this information to yield an overall sales price/sales volume relationship.
- Engagement manager for a long-term planning assignment designed to help the client select among numerous Asian long term strategic options. The project included all the firms' basic petrochemical products and selected specialty chemical products in all Asian countries. Investment considerations focused on multi-billion dollar, integrated complexes.
- Performed a significant role in a long term planning project for an olefins and aromatics producer. The project began with a situation analysis of the firm's existing position, including a review of the firm's own historic performance. Options were developed, assessed, and final recommendations prepared.
- Actively managed studies covering various thermoplastic polymer businesses, which investigated business position, strategy, and competitive economics of selected industry participants. Acquisition analyses were also performed for firms considering market entry. This analysis covered issues such as of cycle timing, licensing methods, technological advancements, fit of product capabilities with market needs, position vis-a-vis important competitors, and industry price setting mechanisms.

1979-1983: UNION CARBIDE, – RESEARCH ENGINEER, POLYOLEFINS

While at Union Carbide, Jim was a research engineer, visiting customers to help them solve operating problems as well as to transition them to LLDPEs. Additionally, Jim performed product development activities with LLDPE materials targeting the blow film and slot cast markets

OTHER:

Written/given numerous speeches and papers for conferences and publications

Taught a course on Polymers and Polymer Fabrication