

# Martin E Levine – Business to Business Commercial Expert

830 Lake Grayson Drive, Katy, TX 77494

Phone: 832-405-9477

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## **Summary**

Well respected, business to business commercial expert is sales, procurement and strategy. Sought after speaker and commercial problem solver. Currently seeking leadership consultation opportunities.

## **Relevant Experience - ExxonMobil**

### **Senior Principal, Procurement – Spring, TX**

**2020-2022**

Provided counsel to procurement leadership on organization capability and strategy matters. Utilized unique sales/marketing/procurement perspective. Advised staff across procurement organization on significant deals. Developed and delivered globally training, guidance documents and videos to enhance commercial acumen. Developed unique interface between sales and procurement teams.

### **Senior Category Manager, Procurement – Spring, TX**

**2014-2019**

Oversaw strategy and contracts for polymers business purchased materials including additives, catalysts, feedstocks and services. Developed robust strategies and solid relationships with internal business lines and suppliers. Developed and lead Strategic Supplier relationships. Provided commercial guidance to contract leads. Developed and presented negotiation training to sales and procurement teams globally.

### **Licensing Commercial Director, Univation Technology – Houston, TX**

**2012-2014**

Responsible for licensing UNIPOL™ Polyethylene capacity in North and South America for successful ExxonMobil Chemical/Dow Chemical joint venture. Lead licensing teams to capture of three UNIPOL™ PE Licenses and advanced other pursuits in progress when rotated back to ExxonMobil.

### **Global Market Development Manager, Tackifier Business- Houston, TX**

**2009 - 2012**

Lead technology, manufacturing and sales efforts to develop new applications for a family of heritage polymers. These applications now command a significant part of the business line with differentiated value. Developed price setting methodology for business line.

### **Global Sales and Global Marketing Manager, Automotive Plastics - Detroit, Houston**

**2003- 2009**

Lead North American automotive sales team for established plastics and compound sales to OEMs and Tier 1 suppliers. Then, established new marketing leadership position as company moved from joint venture approach to owned capacity and then globalized the business. Oversaw aspects of price development and market development.

### **Regional Sales Manager – Atlanta, GA**

**1993 - 2003**

Advanced through several assignments in field sales position for polypropylene, polyethylene and elastomers businesses. Global Key Account Manager for largest polypropylene customer and over six years tripled sales volumes. Also served as office manager.

### **Early Career – ExxonMobil Chemical – Baytown and Houston, TX**

Joined Exxon Chemical in Baytown, TX upon graduation from Georgia Tech in 1985. Bachelor of Civil Engineering with highest honor. Advanced through positions in site engineering, project management, production scheduling and regional sales.

August 2022

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## **Education**

Georgia Institute of Technology, Bachelor of Civil Engineering 1985

Finance and Accounting for non-Financial Managers, Georgia Tech 1996

Many sales, marketing, negotiation, presentation, influence courses

## **Aptitudes**

**Negotiation:** Successful negotiations with hundreds of counterparties in multiple industries, across organizations, globally.

**Relationship:** Well-regarded ability to develop strong and beneficial commercial relationships on both buy and sell side and across cultures.

**Strategy:** Developed and advised on multiple commercial strategies and taught self-developed strategy curriculum.

**Connector:** Ability to see and exploit connections across organization and markets, enhancing resource use and market effectiveness.

**Communication:** Excellent writing ability and compelling verbal communicator. Significant speaking experience both professionally and in personal life.

**Market Insight:** Proven ability to develop market insight and recommend actions to capitalize upon. Has developed tools to set both selling and buying price points based on market insight and business needs.

## **Other Capabilities**

**Photography** Accomplished photographer who enjoys selling work with artist wife  
levinefineart.com

**Mentoring** Uses life experiences and stories to mentor others both professionally and in personal life