

Gavin Adcock

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Age: 41

English (mother tongue), French (fluent), German (fluent).

Professional experience

Since Jan 2010

Jean Gallay SA, Geneva, Switzerland.

Commercial Director and member of the board of Jean Gallay.

- Overall responsibility for sales, marketing and communications.
- Leadership of the sales and sales support teams.

2004 to 2009

INVISTA International Sàrl, Geneva, Switzerland.

A division of Koch Industries Inc., INVISTA was established from a DuPont acquisition in 2004. INVISTA's Apparel business is known for its fibre and fabric brands, including LYCRA[®], COOLMAX[®], TACTEL[®] and SUPPLEX[®].

Nov 2005 - Mar 2009

Commercial Development Manager (Apparel), Geneva, Switzerland.

- Created a 'point-of-view' of the global spandex market to determine INVISTA's strategic direction.
- Strategic consultant to the global Intimate Apparel, Swimwear and Legwear marketing segments.
- Financial modelling of marketing projects and investment opportunities.
- Reported to the Executive Vice President for Commercial Development.

July 2003 – Nov 2005

Sales and Marketing Specialist (Apparel), Geneva, Switzerland.

- Responsible for the Legwear segment in France, Belgium, the Netherlands, Germany, Austria and Switzerland.
- Direct sales and technical support to LYCRA[®] synthetic elastic yarn and nylon filament customers.
- Marketing support to legwear retailers, brands, traders and knitters.

1990 to 2004

DuPont de Nemours.

April 2002 – July 2003

Business Resource Manager (Apparel), Geneva, Switzerland.

- Responsible for European pricing management and product introductions.
- Responsible for global Ready-to-Wear business analysis and strategy development.
- Reported directly to the European Executive Vice President.
- Managed a team of 2 employees.

- Aug 1999 – April 2002 **Six Sigma ‘Black Belt’** consultant (Apparel and Interiors), Östringen, Germany.
- Led data-driven business improvement projects.
 - Projects closed in 2000 contributed savings of \$1.2 million.
- May 1996 – Aug 1999 **Team Leader Sourcing** (contracted services), Östringen, Germany.
- Responsible for contracted services and third-party manufacturing contracts for 3 sites in Germany and the Netherlands.
 - Led project procurement during a period of major capital investment.
 - Generated cost savings of \$1.5 million in 1996.
- Jan 1994 – May 1996 **Project buyer** (Nylon Intermediates and Polymers), Middlesbrough, UK.
- Responsible for capital purchases for 3 UK Nylon sites, as well as a varied portfolio (waste management, internal transport and equipment hire/leasing).
 - Bidding, negotiation and award of project contracts exceeding £5 million in value.
 - Achievements include cost savings of £250,000 (1994) and £995,000 (1995).
- Aug 1991 – Jan 1994 **Contracts analyst** (Conoco), Aberdeen, Scotland.
- Conoco was a petroleum and natural gas exploration division of DuPont.
- Evaluation, negotiation and award of oil industry contracts to values of £10 million.
 - Achievements included cost savings of £7 million (30%) by consolidating drilling service contracts by approximately 80%.
- Nov 1990 – July 1991 **Research assistant** (Fibres Research Laboratory), Meyrin, Switzerland.
- Physical testing to evaluate intermingled nylon and elastomeric yarns.

Education

- 2000 DuPont **Six Sigma black belt** certification.
- 1987 - 1990 **Bristol University**, Bristol, England.
BEng (Hons) in Civil Engineering, upper second class honours degree.
- 1980 - 1987 International School of Geneva, La Chataigneraie, Switzerland.
International Baccalaureate, May 1987. Honour roll student.
O' Levels, June 1985. Honour roll student, commended for sporting achievements.

Further information

- Interests
- Alpine skiing (ESS certified instructor), cycling, football (active Swiss league player).
 - Photography, computing.
- PC skills
- Expert user of MS Office, particularly Excel.
 - Advanced knowledge of Minitab, SAP, Dreamweaver, Photoshop.
 - Basic programming knowledge (html, JavaScript, visual basic, SQL).
- Others
- British national with Swiss ‘C’ work permit.