

Candidate Motivation Letter

Name of Candidate: QUACH Vinh Kok

Chapter: Shanghai

Position: Shanghai Board



Motivation Letter

My name is Vinh Kok QUACH, I have been working in China for over 12 years, firstly in the building materials industry and then in the special steel and alloys industry. I am Vice-Chair of the Metal & Mining Working Group in Shanghai.

I would like to present you with my candidature for the role of Shanghai Board Member of the European Chamber.

From my exciting experience in China, I do believe that I had gathered interesting insights and network to do business in China, especially in the metal & mining sectors. And I would be most happy to bring my experience and network to the benefits of the members of EUCCC. I am familiar with the authorities' permits and approvals regarding mining activities in China, including the purchase and negotiation of lands and natural resources. Furthermore, I have built up connection with top ranked SOE in the metal industry, in particular in the high speed steel and super alloys sectors. China considers that it is now critical and strategic to be able to supply consistently high quality metal materials to its newly developed industries, such as aeronautics, nuclear, oil/gas, etc... Therefore the Chinese government is designing now the backbone of those industries and I think it is the appropriate time for European companies (incl. SME) to be significantly and actively part of it.

I do believe in team work and I am certain that altogether we will make the change in the sectors we target. Many thanks for your kind consideration to grant me your vote and trust.

Biography

January 2012 – Present (General Management)

General Manager China, Eramet Alloys Division (Shanghai, China)

- Develop special steel business in China
- M&A
- Manage JV with SOE
- Manage business and operation of several sites in China

November 2010 – January 2012 (Distribution worldwide)

Vice-President Distribution, Lafarge (Paris, France)

July 2005 – December 2010 (5 years in mega Project Management > 230 M Euro)

Projects & Development Director, Lafarge (Sichuan, China)

July 2000 – July 2005 (5 years in Strategy & Marketing)

Strategy & Marketing Director, Lafarge Gips (Frankfort, Germany)

February 1995 – June 2000 (5 years in Finance)

CFO, Lafarge Gypsum Shanghai (Shanghai, China)