## ROPELLA' SKILL SURVEY

POSITION

NAME

DATE

GLOBAL HEAD OF HYDRAZINE

 Outline University Degree(s): (Please provide the Name and the Location of each Institution)

Lonza

- 2. Provide an overview of your expertise, including years of experience, in commercial roles related to the chemical industry.
- 3. Describe your experience managing US government contracts and handling negotiations.
- 4. Describe your experience overseeing development, planning and implementation of a niche business, including production, marketing, pricing and purchasing.
- 5. Describe your experience having full or partial P&L responsibility. What size business have you been responsible for?
- 6. Describe your experience working and leading in matrix environments.
- 7. Describe your experience in entrepreneurial roles which required a significant amount of selfdirection. What are some tools and strategies you have successfully employed for achieving goals, personal time management and organization?
- 8. What is your comfort level with travel? Do you have a maximum % level of travel or # of days/weeks away from home that you could sustain?
- 9. Tell us about any non-compete and/or employer restrictions that you may have. Please provide these documents for our review.
- 10. If asked one of the following questions during an interview, how would you answer? Why are you considering this opportunity? (or) What motivated you to consider a job change at this time?
- 11. If asked one of the following questions during an interview, how would you answer? Why are you considering this opportunity? (or) What motivated you to consider a job change at this time?
- 12. Have you ever applied, either directly or through a third party, for any role with Lonza? If so what was the date of your most recent application (month/year)?

## RELOCATION ACKNOWLEDGEMENT

As evidenced by my initials below, I \_\_\_\_\_\_ acknowledge the requirement to relocate to the Lake Charles, LA area for the specific opportunity with Lonza and am willing to do so if hired. I fully understand that this acknowledgment is a requirement for the interview process and states that I have already spoken with any necessary parties (i.e. spouse, significant other, children, parents, etc.) who may directly be impacted by my final decision to relocate.

Initials: \_\_\_\_\_