

Executive Biography

Klaus Hoffmann

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Regional President, Western Europe
XIAMETER® Business Commercial Director, Europe

Primary Responsibilities

- Oversee Dow Corning's business in Western Europe, and lead geographic and employee leadership development activities in this region.
- Ensure legal entity compliance and adherence to the Code of Business Conduct.
- Support development of the expanded XIAMETER business, provide strategic direction and deliver operational results by leading the commercial team in Europe.

Experience and Expertise

Klaus Hoffmann joined Dow Corning in 1985. Over the next 10 years, he held various positions in materials management, logistics and production management at the company's manufacturing site in Wiesbaden, Germany.

From 1995-2005, Klaus expanded his expertise, working in Marketing, Sales and Industry Management for the European Area. He served as Wiesbaden site manager from 2000 to the end of 2005, and was also named managing director of Dow Corning GmbH in 2002. In 2006, Klaus became the Global Supply Chain director for silicone rubber. He was named European area president in 2007.

Since 2008 Klaus has led the European area Commercial Operations of the XIAMETER business – a web-based business model designed for customers who want efficiency in purchasing high quality products at market-driven prices. He was named regional president for Western Europe in 2009.

Education

- Master of Business Administration: University of Mannheim, Germany
- CPIM: American Production and Inventory Control Society (APICS)

External Representation

Klaus has served on various boards and committees, including vice president of the Chemical Industry Association Board in Hessa. He acts as judge at the trade court of Wiesbaden and is also president of the Economics Association of the University of Applied Sciences at Wiesbaden.

Guiding Principle

In all areas of your work and life, ask yourself: Would I still do what I'm doing if this would become public knowledge tomorrow?



About Dow Corning

Dow Corning (dowcorning.com) provides performance-enhancing solutions to serve the diverse needs of more than 25,000 customers worldwide. A global leader in silicones, silicon-based technology and innovation, Dow Corning offers more than 7,000 products and services via the company's *Dow Corning*® and XIAMETER® brands. Dow Corning is a joint venture equally owned by The Dow Chemical Company and Corning, Incorporated. More than half of Dow Corning's annual sales are outside the United States.