

# Rahul Sonawane

Country Head at Megachem India

rahul1274@gmail.com

---

## Summary

Chemical Industry Professional having years of very diverse global experience in various commercial functions. Very hands on techno-commercial knowledge from various end industries like Silicones, Surfactants, Oleochemicals, Textiles, Coatings, Inks, Colourants, Water Treatment, Paper, Leather, Polymer, Food Additives etc.

## Specialties

Subsidiary Management, StartUps, Profit Center Management, Strategic Planning, Strategic Alliances, Distribution & Channel Management, E-Business, Strong Technical & Market Knowledge, Team Leadership, New Business Development, Training & Coaching

---

## Experience

### **Country Head at Megachem Ltd.**

July 2008 - Present (3 years)

Setting up local subsidiary and operations for Megachem in India. Responsible for entire India operation and commercial side with P&L responsibility for the India.

### **Commercial Leader - South Asia & Middle East at Dow Corning**

September 2006 - July 2008 (1 year 11 months)

Responsible for the commercial activities of a business unit in South Asia and Middle East Region.

### **Manager - Strategic Marketing at Dow Corning**

August 2004 - August 2006 (2 years 1 month)

Strategic Planning, Strategic Alliances, Marketing Communication, New Business Model Development, Portfolio Management, E-business, Web 2.0 for B2B, Business Development, Member Global Think Tank

*2 recommendations available upon request*

### **Business Development at Clariant Chemicals**

June 1998 - September 2003 (5 years 4 months)

Business Development, New Business Setup, Consumer Marketing, Brand Management, Product Management, Project Management

*1 recommendation available upon request*

---

## Education

### **JBIMS**

MMS, Marketing, 1995 - 1998

### **UDCT**

BE, Chemical Engg, 1990 - 1995

### **Oak Highschool**

1979 - 1989

### **University of Mumbai**

---

## Honors and Awards

Maths Olympiad

## Interests

Internet, Web based marketing, Gadgets, Web 2.0, Business Consulting, Trecking, Books

---

# Rahul Sonawane

Country Head at Megachem India

rahul1274@gmail.com

---



## 3 people have recommended Rahul

"Rahul is a perfectionist-has an eye for detail; is a strong executor and a determined go-getter."

— **Philips Abraham**, *Manager-Corporate Communications, Clariant Chemicals (India) Ltd*, worked with Rahul at Dow Corning

"Rahul has played a key role in developing visionary strategies for various segments in Dow Corning Global. He is a patient and thoughtful team worker with leadership qualities. His scope of operation integrates beyond India region and includes strategic marketing on Global scale."

— **Sumit Verma**, *Manager India & south Asia, Dow Corning*, worked directly with Rahul at Dow Corning

"I know Rahul during my association at Clariant. There came an opportunity to discuss on a MBA project and get his ideas and inputs on the same. That's when I could see Rahul's clarity and hold on the subject. I must say that he's really helpful and also very humble by nature. My best wishes for all his endeavors!"

— **Sagar Desai**, *Management Trainee-IGTC, Clariant Chemicals (India) Ltd.*, worked indirectly for Rahul at Clariant Chemicals

[Contact Rahul on LinkedIn](#)