

MARIOLA B. KOPCINSKI Ph.D, MBA

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Career highlights:

Broad technical and business knowledge in agricultural industry. Worked on two continents in research, strategic marketing, new business development and business management. Successfully led multinational and cross-functional teams in the AgBio area to transform research product concept to a well-defined business of over \$100MM. Leadership role in turning around declining \$200MM fungicides product portfolio into \$350MM in less than three years. R&D Strategy Development at two major agricultural companies, DuPont and Syngenta. Biologicals Strategy Development at FMC, Member of FMC Sustainability Council and lead for sustainability implementation at FMC Ag Chem division. Leadership of development and licensing for biological peptides, plant elicitors, at Plant Health Care, AgBiological and Biostimulants startup company. Lead Global Bio-Based formulation ingredients business at Ingevity Co. Currently leads global commercialization of naturally occurring endophytes.

Volunteering highlights:

Past Member of Credentials Advisory Council, Sustainability Institute at AIChE, Chairman of Sustainability Body of Knowledge Team for AIChE certification and CSTP, member of IFS Managing Board. Together with volunteers from Academia and Chemical Industry developed courses to promote and train in sustainability in chemical and agricultural space.

Jan.2024

Intrinsyx Bio (remote)

Head of Commercialization and Business Development

- Leadership of global commercialization of naturally occurring endophyte strains development for enhancement of plants nutrition uptake and strengthening abiotic stress resistance
- Leading efforts with Syngenta and several other major and minor chemical companies to bring to the market several new biostimulants for foliar, seed treatment and in furrow applications

2018-Nov.2023

Ingevity, Charleston, SC (remote)

Global Business Manager Agrochemicals

- Leadership of Agricultural Bio-Based formulation ingredients business in chemical, biological, micronutrients, fertilizer, and adjuvants space
- Management of global research, sales, marketing, and regulatory teams
- Created roadmap for PLCM of current portfolio and new products pipeline
- Developed and launched four new product lines (green solvents, green adjuvants, dispersants for biologicals, and green oil)
- Leadership of biodegradable technology development for slow-release fertilizer
- Several M&A leads assessment

2015-2018

Plant Health Care, Raleigh, NC

Director Scientific Alliances

- Leadership of Peptides PREtec (Biostimulants) technology out licensing strategy
- Management of collaboration with Academia, CROs and major Ag Chem companies for peptides research and product concepts development
- Leadership of Peptides Regulatory Strategy
- Strategic and commercial directions to molecular biology science team for targeted new peptides creation to address specific product concepts (e.g. nematodes, drought, yield, insects, diseases)
- Collaboration with the fermentation team for development of cost-efficient peptides production

2010-2015

FMC, Philadelphia, PA

Global Strategic Marketing Director, Agriculture Products Group

- Leadership of Global Strategic Marketing team to find, evaluate and recommend investments into innovative products and companies both in core and adjacent spaces (Biologics)
- Leadership of research and development projects portfolio prioritization and organizational alignment on key growth targets

- Leadership of global PLCM, coordination with Supply Chain, Regulatory, IP, Development and Regions for the best value extraction from existing assets
- Rigorous evaluation and assessment of customer, business and stakeholders' values through the stage-gate process and organizational alignment
- Lead marketing work stream for development of four new fungicides
- Leadership of BioSolutions business marketing strategies and Umbrella Brand development
- Identification of intelligence and market trends impacting business direction and proposed path forward to reach growth goals of doubling business by 2015
- Member of FMC Sustainability Council, lead for AG Solutions sustainability implementation team

2008-2010

SYNGENTA AG, Basel, Switzerland

Strategic Project Manager, Crop Enhancement

- Outlined vision and strategic direction for Crop Enhancement Research concepts (yield and sustainability focus)
- Leadership of Crop Enhancement multifunctional research and business team
- Based on Scenario Modeling and in-depth yield potentials analysis created commodity crop platforms to define future research in crop protection and seed business in corn, soya, and cereals
- Pivotal in creation of 15 years model for crop protection and seed agricultural markets growth
- Conducted Strategic Dialogues with all the regions to gain alignment and operational focus on the market growth and development
- Outlined Plant Performance Strategy concept for agricultural business
- MaSE (Marketing and Sales Excellent, Insead) trained

2005-2008

VALENT BIOSCIENCES. AgBio Subsidiary of SUMITOMO Company, Chicago, IL

Marketing Director

- Effectively implemented organizational change from the product to market focus, operational productivity via introduction of pipeline management and stage gate processes, and clear planning and forecasting process
- Provided business leadership for joint positioning of biological and chemical products
- Provided business guidance to the R&D organization to drive innovation and licensing efforts in the seed treatment area
- Worked on the combination of chemistry, PGRs and Biological product concepts development in the Physiological Seed Enhancement area

2001-2005

DUPONT Co., Crop Protection Division, Wilmington, DE

Global Fungicides Portfolio Manager

- Managed fungicides portfolio worldwide to grow in three years from \$200MM to \$350MM via generics defense, portfolio rationalization and operational efficiency (Six Sigma)
- Managed team efforts for new AI products launches and product repositioning
- Lead fungicides market assessment teams for the major worldwide products acquisition (Bayer Aventis, Griffin)
- Top 2% performer in the Marketing Excellence Survey (MES database, MESurvey.com)
- Received 3 financial awards for the marketing performance
- Six Sigma Green Belt trained

DUPONT Co., Consulting Solutions, Wilmington, DE

Senior Consultant, Marketing Practice

- Created Venture Plan and developed concept for new branding strategy for the biodegradable polyester, BioMax
- Market assessment and strategy selection for the CoolMax brand partnership
- Developed Strategy Proposals for Protein Technology Business (Solae)
- Participated in the model creation for solution approach in the Food Industry Enterprise
- Conducted Strategic Assessment of the Technology Pipeline for Pioneer Co.
- Several other smaller projects in the consumer markets

1995-2001	<p>ROHM AND HAAS Co., AGROFRESH INC., Philadelphia, PA <i>Business Manager</i></p> <ul style="list-style-type: none"> • Lead efforts for the acquisition of ethylene receptors blocking technology (AgBio) and created startup company, AgroFresh • Directed Global and Regional efforts for market analysis, product positioning, marketing and communication strategy, supply chain and production, global registration, and development <p>ROHM AND HAAS Co., Philadelphia, PA <i>Product Manager/Market Research Manager,</i></p> <ul style="list-style-type: none"> • Successfully managed North American herbicides and adjuvant product lines >\$30MM • Lead the analysis effort to change strategy of North American Agricultural Chemicals Division from product to market focused • Provided marketing and research expertise in the implementation of the Stage Gate Process for Portfolio Management • Fully trained in the SAP process <p><i>Technical Sales Representative/Summer Intern,</i></p> <ul style="list-style-type: none"> • Established Rohm and Haas company in South Carolina and Georgia agricultural crops, forestry and turf markets and generated \$1.7MM in revenue within 18 months • Managed California Market Research Study to successfully introduce new product concept, molt accelerating insecticide, in the California vegetables market
1981-1988	<p><i>Many Summer internships at the breeding stations in Poland and Germany for seed and vegetables production</i></p>
<p>Education 2009</p>	<p>INSEAD SCHOOL OF MANAGEMNT, France <i>Executive Training</i> Strategic Marketing Executive Course</p>
2007	<p>KELLOGG SCHOOL OF MANAGEMNT, NORTHWESTERN UNIVERSITY, Chicago, IL <i>Executive Training</i> Strategic Business Marketing Executive Course</p>
1996	<p>W. E. SIMON SCHOOL OF BUSINESS, UNIVERSITY OF ROCHESTER, Rochester, NY <i>MBA with concentrations in International Marketing and Finance</i> Merit scholarship recipient, completed degree requirements while working part time</p>
1991-1994	<p>CORNELL UNIVERSITY, NYSAES, Geneva, NY <i>Post-Doctoral Visiting Fellow</i></p> <ul style="list-style-type: none"> • Biocontrol with <i>Bacillus subtilis</i> and <i>Trichoderma</i> • Research in plant and seed biochemistry, plant pathology, biological control, and anatomy • Co-authored new seed viability assay based on amino acids and sugar leakage • Localized and analyzed chemical nature of semipermeability layer in the seed coat of leek, onion, tomato, and pepper • Worked with seed pelleting, film-coating, meter spray and spinning disc for slurry application • Created new method for anatomical differentiation between cutin and suberin • Authored 5 scientific publications and patent applications
1991	<p>AGRICULTURAL UNIVERSITY, Poznan, Poland <i>Ph.D. and M.S. in plant pathology and biochemistry in Seed Biocontrol, studied soil fungi for biocontrol of Alternaria brassicicola and Alternaria radicina</i></p>
1988, 1990	<p>Received two awards for excellence in science and teaching from Dean of Agricultural University</p>
1990	<p>Awarded special USDA training in seed technology, processing and storage in Mississippi, Missouri and Kansas</p>
1983	<p>Awarded one-year scholarship from Polish Minister of Education for outstanding results in the Horticultural Sciences</p>

Professional Activities

Presenter at Research and Industry Meetings

- 2023 *PMFAI ICSCE, Dubai UAE. Agrobusiness Trade Summit, ABIM*
- Presented “Improving sustainability of crop protection formulation with bio-based co-formulants”
 - Agribusiness Global Trade Summit, on panel for “Mending chemical and biologicals divide”
 - ABIM “Ingevity Co-formulants for biologicals” poster
- 2022 *AgChem Summit, Raleigh, NC*
- Presented “Sustainability of Ingevity Dispersants”
- 2018 *Crops & Chemicals, Raleigh NC*
- Lead Workshop “Understanding US Agrochemical and Biologics Regulations and Registration Requirements”
 - Lead Workshop “Understanding the Market Landscape, Regulatory Processes, Pathways and Requirements in Central and Latin America”
- 2018 *AgChem Summit, 2018, Washington DC*
- Presented “Complexity of Biological Products Registration Process in Brazil”
- 2018 *NC Biotech Meeting, Raleigh NC*
- Presented “PREtec Peptides – Plant Response Elicitors – strongly contribute to breeding and crop protection programs”
- 2018 *Microbiome AgTech Summit, Raleigh, NC*
- Presented “Progress in developing peptides as part of fungicides and nematicides programs”
 - Part of biological products regulatory panel
- 2017 *Crop and Chemicals, Raleigh, NC*
- Presented “The latest scientific advances in peptides as biostimulants”
- 2017 *Microbiome AgTech Summit, Raleigh, NC*
- Presented “Peptides - How plant signaling molecules can enhance microbial products performance”
- 2013 *IGEL (Initiative for Global Environmental Leadership at Wharton School of Business)*
- Presented and part of the Panel “The Nexus of Food, Energy and Water”
- 2004 *American Phytopathological Society*
- Presented “Market and financial models used to make pesticides development decision”
- 1993 *PennState University*
- Presented “The seed industry in Poland”
- 1992 *The Third National Symposium for Stand Establishment in Horticultural Crops, Florida, US*
- Presented “The effect of environmental conditions on the carrot seed health”
- 1990 *XXIII International Horticultural Congress-Frienze, Italy*
- Presented “The seed borne diseases of the carrot seeds”
- 1988 *Kongress und der Martin-Luther-Univesitat, Wittenberg, Hale, Germany*
- Presented “The seed borne and seed transmitted diseases of the *Cruciferae* seeds”
- 1986-1991 *Several professional meetings in Poland*
- Presented several papers on the seed born and seed transmitted diseases

Professional Societies

- Since 2010 *BPIA (Biological Products Industry Alliances)*
- Since 2015 *International Society for Molecular Plant-Microbe Interactions*
- Since 2011 *The Forum of Executive Women*
- Since 2010 *American Institute of Chemical Engineers*
- Since 2004 *American Phytopathological Society*
- Since 2001 *Marketing Leadership Council*
- Since 1999 *Produce Marketing Association*
- Since 1994 *American Society of Agronomy*
- Since 1994 *American Society for Horticultural Scientists*
- Since 1994 *Crop Science society of America*
- Since 1990 *Polish Society of Horticultural Sciences*
- Since 1986 *Polish Engineers Association of Horticulture*
- Since 1985 *Polish Society of Sciences, Phytopathology*

Special Skills:

- **Languages:** Fluent English, Polish, Russian, basic German

Personal:

- **Citizenship:** US and EU

Publications/Patents

Ganewatta M.S., Wang Q., Sisson T.M., Beresniewicz-Kopcinski M.M., Kutnik P., 2024: Application of oxidized lignin in agricultural formulations, *Patent submitted April 2024*

Kopcinski M., Wan G., 2023: Progression of Crop Protection formulations from conventional through micro-based to nano formulations, *AgriBusiness Global*, November

Beresniewicz-Kopcinski M.M., Wan G., 2023. Ingevity Dispersants and Adjuvants — Excellent Inerts for Biologicals and Chemicals ULV and UAV Formulations, *AgroPages*, June.

Beresniewicz-Kopcinski M.M., 2023. Nanotechnology: A Piece of the Sustainability Puzzle? *Agribusiness Magazine*, May.

Beresniewicz-Kopcinski M.M., Jedryczka M., 2023. Czy nanotechnologia jest następnym technologicznym kierunkiem w rolnictwie? *Przedsiębiorca rolny*, Kwiecien

Beresniewicz-Kopcinski M.M., Schweiner T., Wang Q., 2023, Ingevity's novel sticker adjuvant technology improves biological formulation efficacy, *AgroPages*, March

Beresniewicz-Kopcinski M.M., Jedryczka M., 2022. Stosuj plodozmian, postaw na bioróżnorodność, *Przedsiębiorca rolny*, Marzec

Beresniewicz-Kopcinski M.M., Wan G., 2022. Ingevity: Optimal inerts for the growing biologicals market, *AgroPages*, Jan.

Beresniewicz-Kopcinski M.M., 2021. Ingevity: Biostimulants - the future of plant protection, *AgroPages*, Dec.

Beresniewicz-Kopcinski M.M., Jedryczka M., 2021. Biostymulatory w rolnictwie, perspektywy są ogromne. *Przedsiębiorca rolny*, Listopad

Beresniewicz-Kopcinski M.M., 2021. Ingevity: Biopesticide – An eco-friendly approach to plant crop protection and yield, *AgroPages*, Oct.

Beresniewicz-Kopcinski M.M., 2021. Ingevity: Biologicals - the future of sustainable agriculture, *AgroPages*, Sep.

Beresniewicz-Kopcinski M.M., Jedryczka M., 2021. Biopestycydy w rolnictwie nabierają coraz większego znaczenia. Czy środki biologiczne zastąpią chemię, *Przedsiębiorca rolny*, październik

Beresniewicz-Kopcinski M.M., Jedryczka M., 2021. Europejski Zielony Ład promuje środki biologiczne, czy będzie przyszłość rolnictwa, *Przedsiębiorca rolny*, wrzesień

Wilson D., Higgs N., Kopcinski M., Petracek P.D., Warrior P., 2008, Valent BioScience: Use of Benzyladenine to improve emergence of seeds treated with abscisic acid, *patent*

Beresniewicz, M. M., Taylor, A.G., Goffinet, M.C., and Koeller, W.D., 1995. Chemical nature of semipermeable layer in seed coats of leek, onion (*Liliaceae*), tomato and pepper (*Solanaceae*). *Seed Science and Technology*, vol. 23, p.135-145

Beresniewicz, M. M., Taylor, A.G., Goffinet, M.C., and Terhune, B.T., 1995. Characterization and location of semipermeable layer in seed coats of leek, onion (*Liliaceae*), tomato and pepper (*Solanaceae*). *Seed Science and Technology*, vol. 23, p.123-134

Beresniewicz, M. M., Taylor, A.G., Goffinet, M.C., and Terhune, B.T., 1995. Seed coat integrity in relation to amino acid leakage in onion (*Allium cepa* L.), and leek (*Allium porrum* L.). *Plants and Seed Variety*, vol. 8, p.87-95

Lee, S.S., Taylor, A.G., Beresniewicz, M. M., and Paine, D.H., 1995. Sugar leakage from aged leek, onion and cabbage seeds. *Plants and Seed Variety*, vol. 8, p.81-86

Taylor, A.G., Lee, S.S., Beresniewicz, M. M., and Paine, D.H., 1995. Amino acids leakage from aged vegetable seeds. *Seed Science and Technology*, vol. 23, p.113-122

Beresniewicz, M. M., and Duczmal, K.W., 1994. The effect of environmental conditions on carrot seed health. *Plants Varieties and Seeds*, vol.7, p.1-9.

- Beresniewicz, M. M., 1991. The soil conditions and carrot infection by *Alternaria radicina* M.D.
Et Ed. Umbeliferae Newsletter, vol.1
- Beresniewicz, M. M., 1990. Effect of the ecological site on carrot seed health.
XXIII International Horticultural Congress-Frienze, Italy, 3160 (abstract in English)
- Duczmal, K.W., and Beresniewicz, M. M., 1989. Polish breeding and seed production of cole crops.
Buil.IHAR, vol.171-172, p.97-101(in Polish, summary in English)
- Duczmal, K.W., and Beresniewicz, M. M., 1988. Achievements of breeding program and seed production of cabbage plants in Poland. *Buil.Branz.Hodowli Ros. In Nasien*, vol.1, p.23-32 (in Polish)
- Duczmal, K.W., and Beresniewicz, M. M., 1988. effect of meteorological conditions on carrot infection by *Alternaria radicina* M.D. et ED. *Kongress und Tagugsberichte der Martin Luther-Universitat, Wittenber*, p.285-292 (in English, summary in Russian and German)
- Tylkowska, K. and Beresniewicz, M. M., 1988. Mycloflora and germination capacity of *Brassica oleracea* basic seeds. *Rocz.Nauk Roln.Seria E, T, 18, Z, 1*, p.63-79(in Polish, summary in English)
- Tylkowska, K.,and Beresniewicz, M. M., 1988. Importance of *Alternaria barassicicola* in reproduced in Poland *Brassica oleracea* seeds for their emergence and health of seedlings. *Biul. IHAR*, vol.167, p.101-108 (in Polish, summary in English)
- Beresniewicz, M. M., 1986. Polish research studies on seed production of cabbage plants.
Biul. Branz.Hodowli Ros. I Nasien, vol.4/6, p.36-44 (in Polish)
- *Mariola B. Kopcinski was known before marriage as Mariola Beresniewicz