

Air Products and Chemicals, Inc.  
www.airproducts.com

## Alison Hawkins

Commercial Development Manager  
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Alison Hawkins is the Commercial Development Manager for the Hydrogen for Mobility business of Air Products in the Americas. Her responsibilities include management of the H2fM Americas business development team, growing the business through strategic investments in Green/ Low Carbon H2 and developing end customer relationships. End markets for low carbon hydrogen include the transportation segment, power/ utilities, data centers and decarbonization within industrial uses.

Alison first joined Air Products as an intern/ co-op in 1997 and later as a participant in the company's career development program in 2000. After CDP roles in EH&S Environmental, Chemicals Manufacturing, and Corporate Technology, she transitioned into a series of commercial assignments spanning Tonnage Asset & Account Management, and Global Business Development supporting both HYCO and Large ASU in the US and abroad. In 2015, Alison joined the IG-West Subregion as the Global Strategic Account Manager for Intel Corporation. While in that role, she managed a complex global supply relationship spanning all major products and supply modes (onsite plants/ pipeline/ trucked in liquid and gas products). In addition to her Intel responsibility, Alison lead various business development activities for the West, including expansions at multiple facilities supplying products for merchant customers in the region.

Alison holds a B.S in Chemical Engineering (2000) from Lehigh University in Bethlehem, PA. She also earned a Certificate of Corporate Entrepreneurship (2008) through the VentureSeries program at Lehigh University's College of Business and Economics.