



Personal

Name

Harit Singhvi

Address

Ex - Kuala Lumpur, Malaysia

Email

harit.singhvi@gmail.com

Place of birth

India

Gender

Male

Marital status

Married

Driving license

EU, UAE, Thailand & India

LinkedIn

<https://www.linkedin.com/in/harit-singhvi-63883410>

Interests

Implementing Updating new packaging & printing technologies, AI, IoT, SaaS, Industry 4.0

Analyzing regional cultural choices for packaging

Finding Innovative approach & solutions

Inculcating sustainability in everyday lifestyle

Reading white papers, case studies and documentaries

Languages

English /Hindi

Native

Thai

Advanced

Harit Singhvi

A results-oriented, value proposition based transformational Business leader, P&L executive. Expertise in Blue & Red Ocean strategy, team building, align top management's goal & vision, preparing & executing business plans for various industry segments with expertise in B2B, B2C & B2D management & new channels developments.

De-risk, protect and grow business with in-depth analysis of existing business and new strategies to add high value for all stakeholders; growth focus on bottom & top lines.

Global level results; SE Asia, MENA, Europe & Latin America in 40+ countries, 5 continents.

Looking for Global / Continental roles for setting lead generation & business deal closing process, develop new product strategy in / for new markets & new business segments.

Work experience

General Manager (Region - APAC)

Oct2017 - Nov2020

Garware Polyester, Kuala Lumpur, Malaysia

Products - BoPET specialty films for Packaging, Industrial, Automotive & Buildings (10- 350mic)

Industry Segments - F&B, FMCG, Pharma, Automotive, FRP, Constructions, Machinery & White goods, various others

- Established & begin operations for Malaysia office setup, budgeting & business plan for region, P&L for Y2018 - Y2020
- De-risk regional business for organic sustainable growth by delivering gross bottom line of 17% in Y2018 for 3M\$ sales; 175% increase YOY to previous year by re-strategizing existing product portfolio & acquiring new clients. Y2019-20 gross bottom line 16% for sales revenue 3.5M\$+. New partners & products contribute 30+% in top & bottom line.
- Implement complex product marketing strategies to balance existing customers & acquire new clients in same sectors
- Developed 10 new distributor channels partners in SEAsia in market known for 25 years.
- Introduced 40 new film types in close association with R&D with low production costs and high sales margins for us.

General Manager (Region - Thailand & Regional Key accounts)

Jan 2016 - Sep 2017

Clearpack Thailand Co. Ltd, Bangkok, Thailand

Products - Packaging Machines (All kinds of Flexible packing machines & Rigid/ Primary, Secondary, Tertiary & EOL automation) & PoF Shrink films.

Industry Segments - F&B (All Fresh & frozen foods, Petfood), FMCG, Pharma, Spirits & Beers, Chemical & Lube, any others which needs to be packed.

- Managing business \$8M in '16-17 with total staff of 24 in sales, service, admin, finance, logistics, HR.
- Strategic focus to develop new Spanish Flexible Packaging Technology suppliers; HFFS, VFFS, Rotary HFFS & complete lines. Negotiated & closed USD1.25M Euros in Thailand for FMCG fabric softener giants.
- Successfully closed 7 fully automatic Case Packers & end of line packaging for biggest food conglomerate Thailand / China for flexible pouches & RTE trays. 1.2+M\$ sales revenues
- Led finalization & execution 2x300bpm fully automatic filling lines for local spirits with sales of 3M€
- Guiding & training sales team; Liquid, powder & solids filling line for HFFS & VFFS from Spain, USA, Holland & EOL from Italy & China. Fully automatic Spanish Doypack & sachet lines, Ishida Multihead & counting system, RTD complete lines with CIP & Premix, Lines for chunks in brine, Roll-ons & trigger pump lines, Net weight fillers.

Astt. General Manager (Region - Pacific/South America)

Jun2013 - Oct2014

Flex Americas SA de CV, Mexico & Santiago, Chile

Products - BoPET films & specialty films; Packaging & Industrial applications (8 - 50mic)

Industry Segments - Printers, Convertors, Label manufacturers, Distributors, F&B, FMCG, Pharma, Chemical, Lube, Industrial, Construction & various.

- Manage team of 3 Sales/Coordination, 2 Agents & Distributors for 3M\$ specialty films revenues.
- 9 new customers added in known market for 20 years. Led developments into 8 new BoPET applications along with R&D.
- Define project execution strategies to qualify label films with end users Coca Cola, Pepsi.
- Motivate & develop technical capabilities of team members & distribution channel networks to enhance business revenues.

Business Relationship Manager (Region - Europe)

Sep 2011 - Jun 2013

L&T Technology Services / Proctor & Gamble, Brussels, Belgium

Products - Offshore & Onsite Engg. services for complete packaging lines & machine safety,

Industry Segments - All F&B, FMCG sites of Proctor and Gamble in EMEA.

- Driving EMEA region revenue growth, profits for yearly 4M\$ with bottom line 25% in line with budgets, strict deadline driven client contracts.
- Lead Modular technology of P&G 'Chameleon' automatic Liquid Packaging line for I&C in 48 hours for effective Global coordination from unscrambler till vertical palletizing for 2M\$.
- Building trained team Mechanical & PC&IS 22 engineers for Machine Safety capability in EMEA; 1.05M\$ revenues in Russia, MENA region.
- Regular interaction with Proctor & Gamble global sites, understanding major requirements to prepare execution and delivery teams for project management. Promote engineering services for new Packaging Lines layouts, Estimation of utilities, Packaging Line length optimization to increase productivity/efficiency.

Sales Manager (Region - Latin America)

Mar 2009 - Aug 2011

Taghleef Industries LLC, Dubai, UAE

Products - BOPP & CPP films used for packaging applications.

Industry Segments - Printers, Convertors, Label manufacturers, Distributors, Packaging and printing machine manufacturers, F&B, FMCG, Pharma, Chemical, Lube, Industrial, Construction.

- Exponentially increased Latin America business by 275% YOY to 15M\$ dedicated focus on Specialty BOPP Films ensuring sustainable high margin sales.
- Major breakthroughs Brazil, Chile & Central America/Caribbean in specialty BOPP. Strategic action Plan in Food Packaging, labeling films (Low density, WAL reel-fed, Cut & stack, IML, PSA), as per company's vision, long term strategy to focus Ultra Specialty Films.
- Develop client & end user qualification to achieve 300% exponential growth; label films
- Established Taghleef as No.1 brand in Brazil, Central America and Caribbean for films.

Country Manager & Packaging Specialist (Region - Vietnam & GCC)

Sep 1998 - Feb 2009

Clearpack Singapore Pte. Ltd, Saigon, Vietnam & Dubai, UAE

Products - Packaging Machines (All kinds of Flexible packing machines & Rigid/ Primary, Secondary, Tertiary & EOL automation) & PoF Shrink films.

Industry Segments - F&B (All Fresh & frozen foods, Petfood), FMCG, Pharma, Spirits & Beers, Chemical & Lube, any others which needs to be packed.

- While at UAE - Managing key MNC's & local accounts for Sales with sales/service team of 6 staff. Setting business targets, budget, expenses & manpower with business plans presented, discussed, reviewed & confirmed at board levels.
- Inventory management ensure optimum moving stock levels / uninterrupted supplies.
- Mentored Shrink Films & machines by 300% YOY to 1.5M\$ focus on GCC & Africa.
- While at Bangkok, Thailand & Saigon, Vietnam - Managed Vietnam overall operations; Opening office, recruiting & developing staff, setting up sales/service teams, efficient working systems, Finalizing budget, expenses.
- Penetrated & managed major MNC's & local accounts in F&B & FMCG in 1st operation year.
- Breakthrough first Mespack sachet machines to Global No. 1 FMCG player. In 2 years', time 8 sachet machines worth USD2M installed in Vietnam, Philippines, Malaysia & Thailand for soupy snacks project.
- Successfully crafted business of 0.8 Million USD in first year of operation USD2.5M by Y2005-6
- Organizing shows in Italy, Germany (Interpack), Thailand (Propack), Vietnam (Propack Hanoi, IIME)

Education andQualifications

BTech Degree in Mechanical Engineering

Sep 1994 - Sep 1998

Bhavnagar University, Gujarat, India

University Topper & Gold Medalist

Skills

Building & Management
of Teams and Business



Strategy, BPO, P&L

Stakeholders value proposition



Packaging & Printing -
Machinery & Specialty films



Creating market, business &
product plans



Innovative & solution-based
approach



Business Development B2B,
B2C, D2C, New channels



Implementation & execution -
Blue & Red Ocean



MS Office, Salesforce, AutoCAD
viewer



Achievements

- World's first Rotary HFFS to world biggest FMCG & local Fabric Softener Thailand - 3 M\$
- Novel contract for India made HFFS sachet spout machines FMCG giant - 1.3 M\$
(Worked as flexible Packaging consultant for India made, Spanish HFFS machines)
- Negotiated direct contribution in flexible & rigid packaging EOL in Thailand - 5 M\$
- Mespack's first HFFS to biggest FMCG; Vietnam, Philippines Malaysia for Soup mix- 2 M\$
- Developed 40 new Polyester films for industrial applications in SEAsia - 3+ M\$
- Development to fit filling line in 20ft container for any fast product launch- Belgium
- Specialty BOPP films Labels & food packaging; new market Latin America - 15 M\$