



Malaysian-German Chamber  
of Commerce and Industry  
Deutsch-Malaysische  
Industrie- und Handelskammer

### Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

- Managing Director
- Regional Sales Manager
- International Operations Manager
- International Procurement & Supply Chain Manager

preferably with an internationally operating manufacturer or bigger trading organization.

Looking for a Job in (City/Country – multiple possible):

- Kuala Lumpur / Selangor
- Penang

Education (Degree + (optional) University):

- German Professional Diploma "Economy & International Trade"

Work Experience:

• From 30+ years in international business I developed a deeper understanding of diverse cultures and markets. I have repeatedly identified and develop new business segments to profitable business units; I have successfully navigated the challenges of operating in different regions with multi-national, multi-disciplinary teams and developed them to operational excellence. I am accustomed to build strong relationships with stakeholders and to ensure compliance with local regulations and to add Quality Assurance to a complex operation resulting in increased customer satisfaction.

Skills:

- I am a great Problem Solution Architect:  
especially from the last 13 years I developed great skills to identify and create a solutions to solve any commercial / administrative / logistic problems :)
- I communicate success oriented yet emphatically with own teams, vendors & customers.

Language Skills:

- Perfect English business language
- German - is my native language
- Bahasa Malaysia - I am still learning it...

Other Certificates:

Nationality:

- German

Work Permit:

- Yes.



What you think a potential employer should know about you:

**Spectrum of my current job responsibilities as Group Commercial Manager heading teams at the SEA HQ and subsidiaries in Shanghai, USA & India:**

**1./ Group Purchasing Manager, purchasing of third-party system components**

Purchase value up to SGD 1,500,000

- purchase of equipment parts from approx. 120 approved & new added vendors in approx. 20 countries  
Totally 2,927 purchase orders were negotiated since 2010 incl. incl. 250 POs from US vendors, 200 PO from Chinese vendors & 100 POs from Indian vendors
- monitoring imports & exports from European Community with regards to customs requirements + reimbursement of European VAT

**2./ Group Supply-Chain Manager**

Performing on an absolute commercial-administrative responsibility for the in-time project completion of multi-million \$ projects with customers in SEA, India & the USA (until 2018 China was included in this responsibility).

**3./ Commercial & Logistics Project Management**

Commercial-administrative responsibility for timely execution & completion of sales projects.

- Responsible for cost-advantageous transports of all project shipments and spare parts deliveries by sea & airfreight - incl. arrangement of export and import customs-clearances with assignment of related HS codes
- preparation of shipping and bank documents (LC documents were applicable)
- Until 2013: arrangement of installations & commissioning of our systems at project locations in accordance with technical agreements - incl. deployment of installation supervisors and commissioning specialists.

**4./ International Spare Parts Business of system components**

Sales to customers in 14 countries except Germany / EU (by German HQ), reference country list on page 1 - first 9 countries

**5./ Financial Management (until 2016 100%, since middle of 2017 only providing assistance.**

- Billing (totally 1,451 invoices since 2010) plus inter-co billings within company group
- Dunning system
- arranging Bank Guarantees and performance & warranty bonds - mostly from "Allianz Trade" / Euler Hermes Germany; in first years from local banks

From 2010 until 2016

- preparation of monthly and yearly financial statements
- control of entire cash-flow and related reporting to the Group CEO
- control of outgoing and incoming invoices and their proper administering for and by our chartered accountant
- preparation of annual financial statements with chartered accountant for external auditor.

**6./ Ad-hock tasks for CEO**

- providing approval or comments on customer-proposed commercial projects contracts (can be 150 - 200 pages for complex systems manufacturing)
- handling industrial customers' special insurance requirements
- any queries regarding product costs, logistics related queries like import duty (any product : any country), transportation time, legal queries and else
- Vendor Registrations with new customers incl. third-party portals such as Avetta, Ariba, Coupa, EIL, EXYTE, Kofax, NQC/Supplier Assurance, SupplHI, Tecnimont

**7./ IT for Singaporean HQ and daughter companies**



- Designing an IT system that provides Quality Assurance to the company's communication and documentation system - since 2010 - together with an external consultant
- setting up email accounts for employees at HQ and daughter companies

**8./ Development of the Group Sustainability Policy & HSE Management System**  
and their implementation into the actual operational procedure

**9./ Handling of legal disputes**, whether direct "and amicably" (with and without third-party legal advice),  
by arbitration or regular court cases

**10./ Setup & onward development of "General Business & Delivery Conditions"**

**11./ Human Resources** (until 2016)

Enlarging the circle of our personnel with fitting capable engineering specialists, technical drafters, accounting specialist

- arranging for job advertisements, selecting of candidates, issuing & signing employment | contracts with corresponding communication with local governmental authorities
- taking care of all personnel matters was part of my everyday responsibilities.

**Areas of interests:**

- International Business Operations
- to drive and monitor complex international operations for a manufacturing or trading organization
- to add Quality Assurance to the existing operation
- My personal interests include fitness, politics, history, classic music, modern art.

Last not least:

- Malaysia is my home since 2001 - with in between seven years in Singapore - and will remain the preferred place to live for me and my Malaysian wife (i.e. I am not a typical expat and I will definitely not return to Germany for good).
- *I do not suffer from conceit* ...knowing that also the best businessman "*only boils with water*" and that there is often a bit of luck involved when successful project completions can be accomplished out of difficult purchasing scenarios and possibly container shortages or whatever new problem had occurred at some point of time during the project execution...
- I think the HUMAN CAPITAL is of utmost importance for the long-term success of a company. I developed strong interpersonal skills and cultural sensitivity which I think is most important to establish a positive work environment for a successful business operation.

**Salary expectation:**

- My present job scope paid SGD 20,000 gross in Singapore / pays SGD 10,000 gross in Malaysia

**Notice Period:**

- Independently from legal options I would like to start a new position by **1<sup>st</sup> January 2024**  
as a few bigger projects do require further responsible safeguarding & monitoring for the next months.