

Curriculum Vitae

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Education:

1988/89	HF – High School - Grindsted Gymnasium, Denmark
1992/94	Diploma in Hotel Management - Switzerland IHTTI Neuchatel 1992/93 DCT Luzern 1993/94
1999	Certificate in Standard Trading Conditions SLA Singapore
2000-2001	Advanced Diploma in Business Administration MDIS Singapore
2015-2017	Executive MBA (The Blue MBA) Copenhagen Business School

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Work Experience:

2018 / current

Comodality Germany GmbH – Shareholder

I did not question the business plan, and it turned out that we could not pursue the market and handle the agent requests as we had anticipated.

2017 / 2018

Vanguard Logistics Germany GmbH – Country Manager

I was employed to change the organization in Germany, to create profit and growth. The main issues were identified fast and changes were set in motion.

2008 / 2017

Shipco Transport Ltd. Vietnam – Country Manager

I was hired to open Shipco Transport Vietnam.

The full operation started on the 2nd March 2009.

It was tough and challenging during the first 2 years in Vietnam. The business environment was different to any other experience I had, and it took some time to be able to understand what was needed to motivate and retain the staff.

I opened our 2nd office in Haiphong by end of 2011. With the opening of Haiphong we could offer our clients direct LCL services out of and into, both the Northern and Southern part of VN, and it had an immediate impact on our results. By first January 2012 the business was profitable – in 3 years I had made the startup profitable, in Vietnam most companies need 5 years to create profits. The implementation of airfreight in HCM and HAN has been done successfully during 2015, with IATA license approved 16th December 2015 and the company is now fully operational in airfreight in all airports in Vietnam.

There are today 4 offices in Vietnam (Ho Chi Minh City, Haiphong, Hanoi and Danang) with combined staff strength of 110.

Since 2011 the growth in LCL freight volumes, the revenue and GP have been more than 20% year on year, and the revenue is more than USD 15 mill in 2017.

2007 / 08

Asia Maritime Logistics Pte Ltd, Singapore - General Manager

Purely project shipping and the company, primarily targeting freight from oil and gas suppliers in Norway.

I took over a significant debt, and started to make changes and created initiatives to make the company more visible, and after 6 month I had brought the debt down to zero and there was a decent cash flow. We handled nice and big project shipments and I travelled to India, Korea and Malaysia to be hands-on in attendance during shipments. By 1st Dec 2008 I had 5 staff and a very strong cash build up, and long terms agreements with a couple of companies and a few project shipments in the pipeline – a very healthy company after 14 month

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2004 / 07

Shipco Transport Sdn Bhd, Malaysia – General Manager

Shipco Malaysia was an opportunity for me to move into management level. There were some initial staff issues which I had to sort out with a firm hand, and I closed down an office in Johor Bahru in South Malaysia – which had become obsolete. This released both capital and human resourced, and I could focus 100% on building up Central Malaysia around Port Klang as load port. We managed to build up our strength on all “products” and our FCL was making strong profit due to our contacts.

I had taken over an office with 6 staff in 2004, and in 2007 we were 18, and making more money than Shipco Malaysia had ever done, as well as paying back debt to the Corporate office dating back to 1998, all in the span of 3 ½ years.

2002 / 04

Kuehne & Nagel Pte Ltd, Singapore - Regional Manager Key Accounts

I was employed as Key Account Executive. I got a few good customers over to K&N and soon became Regional Key Account Manager for the verticals of automotive and Industrial corporate target customers.

The Automotive Sector was interesting and here I had good success. Got VOLVO as customer, and we handled all their exports from Singapore to the region.

Managed to get into the local distribution of Mercedes in Singapore. Secured BMW which was all their import. Among other projects for BMW, I handled the introduction and promotional tour of the Rolls Royce Phantom in Asia.

The biggest contract I got was General Motors shifting all Asia Business over to K&N, we got the contract for all freight in and out of their Regional Distribution Center in SIN.

Secured and handled cargo from Waertsila, Danfoss, ABB, Schneider Electric, MHE – Demag, General Electric, Volkswagen, Delphi, and many more

1999 / 01

Jumbo Shipping Pte Ltd Singapore - Manager Special Cargoes

Jumbo Shipping was during my employment bought by DanTransport, then DFDS, and finally DSV (S) Pte. Ltd.

I started as export documentation clerk, and at the same time I was doing sales primarily targeting Danish companies – and through my network I soon got some good volumes for both Airfreight and Seafreight. I learned a lot from the owner, and we spent many hours talking about terms and conditions, clauses, even management ideas, he introduced me to the world of “project” forwarding.

Through my own contacts in Singapore, I was introduced to TYCO Marine, Undersea cable laying company, and through some good support from the DSV network we secured the turnkey handling and freighting of all supplies during the construction of TYCO Marines next 6 Cable laying vessels, which were to be built in Keppel Shipyard Singapore, and we set up a TYCO back office in connection with the warehouse where we received and stored all items for the vessels. Here we also had office space for the crew, and engineers.

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1997 / 99

Sea-Shore Transportation Pte Ltd, Singapore - Business Development Manager

Here I learnt the basics of freight forwarding and also took the Standard Trading Conditions course with the Singapore Logistics Association. My introduction to the industry was to build up an LCL service from SIN to Chennai (Madras), and back, and we rented the containers from Transamerica, Bridgehead and Triton, and we used Ben Lines "Tiger" vessels which accepted Shipper Own Containers (SOC), we had at one point more than 300 containers on-hire and controlled by us. I participated in the opening of Sea Shore Transportation office in Chennai, and I had a chance to see and feel the business environment in India.

Towards the end of 1999 we had returned most of the leased containers and switched the LCL service to COC' and were doing well with the setup

Personal SWOT : S: Extremely target oriented, strong human resource skills, strong sales skills, process oriented and customer minded.
 W: Time Management
 O: Want to learn more in order to be a complete person and leader.
 T: Impatience

Personal interests: I am interested in all sports in general and in football in particular.
 I have been a board member of "Danish Planet Saigon" a social group in HCM.
 I am on the board, and I am actively involved in Balut – a social dice game for Danish expats, have been involved since 2000 in Singapore, Malaysia, Vietnam and Hamburg.
 I was organizer of golf for Nordcham in Ho Chi Minh City
 I was a member of Danish Business leaders in Vietnam: VLi97.
 I am a founding member of the gourmet club "Kantarellen" in HCMC

Languages: Danish : Fluent spoken and written – mother tongue
 English : Fluent spoken and written
 German : Fluent spoken and written
 French : Beginner – would like to learn more
 Malay : Beginner
 Vietnamese: Beginner

Best Regards,

Kenneth Bille Nielsen