

MANOJ NARINE

SENIOR MANAGEMENT EXECUTIVE
EXTENSIVE GLOBAL LEADERSHIP EXPERIENCE

Mobile: +86 186 2198 7089 (China)

manoj.narine@gmail.com

Available for Relocation

*Profit Enhancement | Operations Turnaround | Business Revitalization
Diverse Product & Brand Building Strategies | Global Market Expansion*

Achieving Delivering Breakthrough Profit & Market Results Through Business Innovation & Design Thinking Solutions

— CONSISTENT RECORD OF MARKET BEATING BUSINESS OBJECTIVES & BUILDING ICONIC LEADERSHIP BRANDS —

Manoj has strong leadership qualities behind a rare mix of broad strategic thinking and entrepreneurial drive and has a passion and track record for growing capability. His operational discipline translates into a strong scarcity mindset and the ability to do more with less.

— Senior Management, Procter & Gamble

Highly entrepreneurial, results-driven senior executive with 15-plus year record of **leading profitable turnarounds, channeling new business operations** and **implementing unique market expansion strategies** for consumer products in very fast-paced, evolving business situations.

- ☑ Repeatedly chosen to deliver business solutions for multidimensional market and operational challenges — solid history of producing results where others have failed.
- ☑ Broad international leadership experience with Procter & Gamble, Gillette and large Indian FMCG corporations.
- ☑ Natural talent for building top-performing, enthusiastic and highly engaged teams across diverse cultures.
- ☑ Lived, worked and travelled extensively through **Europe, Middle East, Africa, and Asia**. Fluent in English and have basic knowledge of French, German, Arabic courtesy

EXECUTIVE LEADERSHIP PERFORMANCE

THE PROCTER & GAMBLE COMPANY

2006 to present

Country Manager / Associate Marketing Director – China (2012-present)

Marketing Delivery EMEA / Global Digital Leader for Appliances– Switzerland (3rd Quarter 2012)

Handpicked to formulate rapid business expansion, brand awareness and market growth plan — worked strategically to mitigate effects of inexperienced staff, stagnant market performance (<5% share) and lack of long-term business model.

- **BUSINESS GROWTH:** Implemented winning e-business strategy with optimal combination of products, customers, market value, personnel and business resources.
 - Re-distributed team among e-business and traditional trade operations to effectively seize market opportunities.
 - Experienced growth in business volume for first time in 3 years behind renewed focus and portfolio expansion.
 - Achieved significant business expansion in key areas; annual sales on track for double-digit growth.
- **TURNAROUND MANAGEMENT:** Sought out by senior management to lead and execute company's "Fit to Win" restructuring program, identify productivity improvement opportunities and streamline operations to enhance product-to-market cycle for global appliance business.
- **OPERATIONS MANAGEMENT:** Maintained business continuity through season of change and uncertainty by expediting transition plan, establishing strong foundation of integrated design, robust on-boarding and clear processes.
- **STRATEGIC PLANNING:** Pioneered global brand, operational capacity and institutional knowledge building initiatives.