

HUBERT QUENTIER

Email: hquentier@sourcing360.com

Birth date: September 28, 1965

Married / 1 child

EDUCATION

1986 – 1990 : Institut d'Etudes Politique de Paris (Sc Po)

Major in Political Sciences, Communications, economics

1984: Baccalaureat – Serie C

Lycée International - Saint Germain en Laye, France

High school and Primary:

Berlin – West Germany

Ramstein – NATO military base, Germany

WORK EXPERIENCE

Premium360 / Sourcing360 / Siam Heavylift

Founder and Owner

2001 - Present

- Sourcing360: Procurement services aimed at Thailand, Laos and Cambodia. Customers in mining, hydropower, and hospitality industry.
- Premium360: Distribution of gifts and premium in Thailand. Leader in Thailand. Customers include most major international and local corporations.
- Siam Heavylift: overweight and overwidth local transport with specialized equipment.

GEODIS Overseas Asia – Hong Kong (Asian head office)

Regional Sales and Marketing manager – Asia Pacific

2000 - 2001

- Creation and implementation of the sales / marketing strategy for corporate accounts in Asia, in coordination with local GEODIS offices. Double reporting line: to the Asia Group Director and to the Group Director for Sales and Marketing at the in Paris head office.
- Responsible for lobbying, registration, and responses to RFQs for major corporate accounts in Asia, including: Texas Instrument, IBM, General Electric, Dell Corporation, Shell Corporation.
- Research on the utilization of the internet to support GEODIS business. E-commerce with Alibaba.com and Freemarket. Design and creation of the GEODIS Overseas Asia website.

- Responsible for the search and negotiation of new business alliances worldwide: USA, Australia, Philippines, Bangladesh, Sri Lanka and Central America, and for the safekeeping of the GEODIS Group database for legal agreements with partners / agents worldwide.

GEODIS Overseas Shanghai

Chief representative

1998 – 2000

- 40 employees – Turnover Usd 7 Million.
- Dual structure – legal representative office, yet actively involved in direct business transactions.
- In charge of legal negotiations and lobbying with Chinese partner, authorities and contractors.
- Streamlining and creation of all internal operational and procurement processes.
- Business development through selective selling, locally and with the GEODIS organization

GEODIS Overseas Thailand

Manager - Indochina

1993 – 1998

- Creation and development of GEODIS offices in Laos [1993], Cambodia [1994] and Myanmar [1994 / Joint Venture],.
- 32 employees - 8 in Laos, 6 in Cambodia, 12 in Myanmar and 6 in Bangkok – Medium annual turnover Usd 1.5 Million.
- Business development through direct sales and through the GEODIS organization.
- Responsible for negotiations with local authorities and contractors.
- In charge of central control through a dedicated department within GEODIS Overseas Thailand.
- Liquidation of GEODIS Overseas Myanmar in 1997 for political reasons.
- Active involvement in large infrastructure project: hydropower station, oil drilling, water treatment plant and telecommunications.
- In charge of ISO 9002 certification for the control center in Thailand.

Achieved self-financing and positive EBIT for 5 straight years, from the first year of operation.

Companie Fonciere d'Aquitaine (real estate)

Project Manager – Paris

1990 – 1993

- Feasibility studies for proposed renovation and construction projects
- Supervision of ongoing construction sites
- Marketing and sales of finished products

ADDITIONAL INFORMATION

- Fluent in English and French, good command of spoken Thai.
- Cosmopolitan background. Upbringing in Germany in / US air force base.
- Extensive knowledge of Asia and Asian culture through the various assignments at GEODIS.
- Interests include travelling, scuba diving, and the arts.