

Xavier Pinchart

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Talent and business enabler, I bring sustainable value to shareholders at starting phase of a company development, or when a restructuration is required. With a track records of several successful service companies developed in various markets, I am looking for a new venture to lead in Asia or in Africa.

Achievements

2013-present	<p>General Manager of Boydens Engineering Vietnam Llc, Hanoi</p> <ul style="list-style-type: none">Started and developed local and regional businesses, set processes, staffing > 35 employees, closed 4 top starting deals, leverage Boydens group's experienceBoydens Vietnam is now recognized as "the" engineering firm for sustainable buildings in VietnamBoydens Engineering is a Belgian environmental and M&E engineering group (www.boydensvn.com)
2015-2016	<p>Managing Director of B-DNA Ltd, Singapore</p> <ul style="list-style-type: none">Started company, organized shareholder relations, developed local business with Singaporean developers and designers, and handed over the company with local talented staffB-DNA is the gateway to South-East Asia for 13 Belgian SMEs active in the construction and building design industries (www.b-dna.asia)
2009-2012	<p>Managing Partner, Forton Mk Ltd, Macedonia, Kosovo and Serbia</p> <ul style="list-style-type: none">Increased shareholder's value, developed corporate real estate expertise with international developers and hotel operatorsAudited, then closed down and liquidate a branch of Forton in SerbiaForton is a corporate real estate service provider, leader in Bulgaria and Macedonia, and Alliance Partner of Cushman and Wakefield (www.forton.bg)
2007-2009	<p>Principal and Founder, Altitlan Ltd, Macedonia</p> <ul style="list-style-type: none">Brought the startup phase up to sustainable operations, attracted a major regional player to enter the capitalStarted the company, developed local business, set processes, staffed and developed expertise and corporate service culture

	<ul style="list-style-type: none"> ▪ Altitlan was (and is still today under the name of Forton) the market leader in corporate real estate service in Macedonia
2006-2007	<p>Corporate Real Estate Consultant, AOS-Studley, Belgium-France</p> <ul style="list-style-type: none"> ▪ Provided strategic insight on corporate real estate issues ▪ AOS-Studley was a French-US corporate real estate service provider, bought by Colliers in 2014
2000-2006	<p>Accommodation Management Consultant, DBAssociates SA, Belgium</p> <ul style="list-style-type: none"> ▪ Project management and design consultancy of critical ICT infrastructures in new buildings (ATC environment and international corporate clients) ▪ DBAssociates was an European leader of accommodation consulting services, bought in 2006 by AOS-Studley
2000	<p>Led a marketplace startup preparation for network components (aborted)</p>
1997-2000	<p>Structured Cabling Technical Sales, Innovelec SA, Belgium</p> <ul style="list-style-type: none"> ▪ Created a new client base for cabling infrastructure, vertically developed the services using HP network switches, project management ▪ Innovelec SA was an electricity contractor

Education and business associations

- BA International Trade, with mention, EPHEC, Brussels, 1997 (www.ephec.be)
- Vice-President of the Belgian Chamber of Commerce in Vietnam (www.beluxhcam.com)
- Treasury Eurocham's Green Growth's Sector Committee (www.eurocham.org)
- Board Member Vietnam Green Building Council (www.vgbc.org.vn)

Languages

- Fluent: French, English, Dutch
- Other: Spanish, Macedonian
- Happy to get any new one

A selection of some past missions

- Finance: PM for Euroclear's HQ in Brussels, consulting for Société Générale in Paris; valuation of collateral assets of Hypo-Alpe Adria Bank in Serbia and Montenegro

- ICT: PM for the new European Competence Center of Microsoft; European large datacenter market analysis for Verizon; GIS consulting for France Telecom in Paris.
- Pharmaceutical and industrial: consultant for Bristol-Meyers Squibb's new European HQ, for GSK Bio and GSK Pharma; PM for new HQ of Inbev in Leuven (now ABInbev),
- Defense and ATC: 2 years consulting and PM role for Eurocontrol HQ for both ops and non ops environments; consulting for NATO's new HQ in Brussels.