

# MANVINDER SETHI

ROTKREUZ, SWITZERLAND | M: +41.79.364.2198 | E: [MANUSINGH@ME.COM](mailto:MANUSINGH@ME.COM)

## SENIOR CONSULTANT - STRATEGIC PORTFOLIO MANAGEMENT/PMO LEADERSHIP

TRANSFORMATIONAL SOLUTIONS | FINANCE, OIL & GAS, GLOBAL TELECOMS | MULTI-BILLION EURO PROJECTS

**Business stabilisation and ROI-focused PMP certified executive** with two decades of project innovation and portfolio management experience for market leaders worldwide. Consummate knowledge of end-to-end operational and process transformations; supports the rapid expansion of profit-generating infrastructures. Exceptional people manager with honed consultative sales skills. Leads and inspires matrixed senior reports to achieve aggressive timeline and budget-driven project goals.

- Served as Senior Project Manager for the **€8 billion build of the world's largest off-shore gas pipeline** (1,224 kilometres, under the Baltic Sea).
- Successfully acquired and delivered **€100 million+ in new projects** for Siemens AG Mobile Networks.
- Adapts seamlessly to rapidly-changing regulatory/market demands, and **turns corporate objectives into tangible, cost-effective realities.**

## AREAS OF EXPERTISE

Portfolio & Project Management	Process Reengineering	Multi-Channel Team Leadership
Strategic Planning & Execution	Start-Up, SME & Matrixed Expertise	Operational Streamlining
Client Integrations	Risk Analysis & Mitigation	Process Automation/Innovation
ROI/Revenue Maximisation	Senior Stakeholder Engagement	Contract Negotiations
Cost Control/Budget Oversight	Product Strategy	B2B Sales Solutions

## PROFESSIONAL EXPERIENCE

### LEONTEQ SECURITIES AG, SWITZERLAND

2015 - PRESENT

*Fintech platform innovator driving the use of technology within the production of investment products. 400 employees, with offices in Monaco, Guernsey, Frankfurt, Paris, London, Singapore, The Netherlands and Hong Kong. Market cap of \$1.6BN.*

### DIRECTOR, PROJECT PORTFOLIO AND PMO SOLUTIONS

**Recruited with a directive to create and execute exceptional strategic and operational efficiencies** for client partner on-boarding and integration projects, and tactical regional expansion projects, for a 30M CHF project portfolio. Drives high value solutions across product offerings for both new and existing clients via the creation of a fully integrated portfolio management/PMO division, and a comprehensive restructure of the entire COO function. Defined and implemented best in class business processes that established a solid operational foundation from which to evolve, in addition to mentoring new project managers from the company's graduate programme.

- Established industry best-practice portfolio and project management office in less than 12 months, managing an in-house team of PMs and analysts for enhancements of structured trading platform.
- Key contributor to incremental sales increases of CHF 5M, following the rapid and successful integration of new partners into in-house developed platform. Clients include DBS, JP Morgan, and Raiffeisen Bank.
- Reduced external consulting costs by 12% via requirement consolidation and decreasing of wasteful inefficiencies.
- Directs regional expansion and operational set-up for the Japanese and Dutch markets, and long-term strategies for further expansion into Asia and the Middle East.
- Promotes a culture of solution-orientated consultative change and customer-centric strategic awareness, with a sharp focus on sales, client engagement and game-changing, cross-channel business development strategies.
- Conducts extensive analysis of proposed business cases, risk/benefit, and IT solutions; reports monthly to C Level stakeholders regarding KPIs and MBOs.

### ICONIC MANAGEMENT SERVICES GMBH, SWITZERLAND

2014 - 2015

*Specialist management consulting, business process/project management and IT solutions provider.*

### MANAGING PARTNER

**Spearheaded the set-up of this global consulting venture**, with a focus on establishing operations in emerging markets in Africa and Asia, and the development of key partnerships with Indian companies to support new business opportunities in Europe. Specifics of signed consulting contracts are NDA protected.

- Acquired major clients, including Digital India, and secured a \$700K contract with the National Oil Company in Libya. Contract could not be renewed because of increasing political unrest and security threats in the region.

## NORD STREAM AG, SWITZERLAND

2008 - 2014

*A joint venture between Gazprom, and German gas companies Wintershall, E.ON Ruhrgas, Gasunie, and GDF Suez to build the world's largest offshore gas pipeline, from Russia to Germany.*

### SENIOR PROJECT MANAGER

**Appointed to lead the PMO functions, business processes, operational procedures, document management, SCADA and pipe tracking systems for this €8 billion EPC project**, having direct P&L responsibility for €300 million in engineering and materials contracts. Managed senior shareholder/stakeholder concerns, coordinated all third party safety and critical system DNV and SGS certifications, in addition to preparing engineering and technical documentation for third party HAZOP and CHAZOP workshops.

- Served as a key member of the 18-person senior management team, the due-diligence team for technical and environmental project financing considerations, and as a member of the technical committee responsible for RFP processes and assessment of all supplier QSM audits.
- Ensured that all suppliers and contractors delivered services and materials with no additional claims; oversaw the seamless conversion from project to fully operational organisation; saved approximately €50 million in directly managed contract costs.
- Project was delivered on time and on budget, a major accomplishment for this multi-jurisdictional JV, garnering extensive media coverage upon completion and operational start-up.

## DIGICEL SOUTH PACIFIC, SOUTH PACIFIC ISLANDS

2007 - 2008

*Mobile network operator with significant presence in 32 markets in the Caribbean, Central America and Asia Pacific. 6,000+ employees with \$5 billion invested in Digicel business worldwide.*

### CHIEF TECHNOLOGY OFFICER

**Led company entry into the mobile market across the South Pacific Islands**, developing all technical and operational strategies for the region, and serving as the design and technology SME for the build-out of the entire network infrastructure. Employed microwave transmission network backbone for interconnectivity stability, incorporating MSC planning with failover capacity, integrated billing and expandable CRM systems.

- Shortened GTM timelines and successfully launched simultaneous mobile services in five countries in 8 months; utilised new data management technologies and B2B solutions to facilitate seamless market entry.
- With a CAPEX of \$90 million and leading a team of 80 on/offshore engineers, deployed fully functional network to two million subscribers in less than six months.
- Secured carbon credits from the Asian Development Bank for designing and engineering the first energy efficient site in the South Pacific, utilising solar and wind technologies.
- Reduced equipment supply contract and subcontractor costs by 25% via the creation of strategic partnerships, and overcame the limited availability of local human capital resources by initiating an engineering graduate program to attract, train and retain new talent.

## NOKIA SIEMENS NETWORKS, NIGERIA

2007

*A joint venture between Siemens Communications and Nokia Networks, creating one of the world's largest telecom equipment companies.*

### REGIONAL HEAD FOR WESTERN AFRICA, SALES & PROJECTS

**Spearheaded the successful integration of two disparate organisations**, leading the creation of the post-merger ring-fenced operational structure, including billing systems, managed services, asset and FTE transfers to the newly-formed entity. Held full P&L accountability for this venture, oversight of all customer network systems technical evaluations, and preparing the Swap strategies for the portfolio of merger-related end of life products.

- Provided extensive support to the sales teams, and managed the delivery of numerous customer projects with no post-merger related issues or drop in quality/service levels.
- Secured a \$110 million contract with Celtel Nigeria (now Airtel), and reduced non-essential regional FTEs by 300 without compromising service commitments.
- Overcame significant challenges related to the internal restructure and integration milestones; gained across the board buy-in for corporate culture change, and the implementation of new operational policies/procedures.

---

## EARLIER CAREER

---

### SIEMENS AG, VARIOUS LOCATIONS GLOBALLY

1995 - 2007

*One of the world's largest producers of energy-efficient, resource-saving technologies, and a leading supplier of systems for power generation and transmission, as well as medical diagnosis. 348,000+ employees in more than 200 countries, with annual revenues of €75 billion approx.*

### NIGERIA, PROJECT DIRECTOR & GENERAL MANAGER - MOBILE NETWORKS 2004 - 2007

- Designed and successfully implemented the biggest mobile network solution in Nigeria for Glo-Mobile, valued at over €274 million.

### MALAYSIA, PROJECT DIRECTOR

2003 - 2004

- Led the APAC HQ transfer from Munich to Kuala Lumpur, and set-up of the new headquarters, as an integral part of a strategic cost-saving programme and an effort to bring multimedia functions closer to the end-user. Utilised SAP material management to optimise local inventories, established JIT regional production forecasts, completed set-up of SAP R/3 as the core ERP system for the region.

### GERMANY, HQ PROJECT MANAGER

2001 - 2003

### LIBYA, DEPUTY PROJECT MANAGER

2000 - 2001

### INDONESIA, HEAD OF SERVICES, MATERIALS & SUBCONTRACTING

1996 - 2000

### INDIA, SENIOR SALES ASSOCIATE

1995 - 1996

---

## EDUCATION & PROFESSIONAL DEVELOPMENT

---

**BACHELOR OF SCIENCE, COMPUTER ENGINEERING** | YMCA INSTITUTE OF SCIENCE & TECHNOLOGY, FARIDABAD, INDIA

**FUNDAMENTALS OF SENIOR MANAGEMENT** | OPEN UNIVERSITY BUSINESS SCHOOL, UK (MBA CURRICULUM)

### CERTIFICATIONS:

PROJECT MANAGEMENT PROFESSIONAL (PMP) | IFF OIL & GAS BUSINESS ADMINISTRATION | QMS LEAD & INTERNAL AUDITOR | SAP R/3 PROCESS SYSTEM BUSINESS; SALES & DISTRIBUTION, FINANCE & LOGISTICS | SIEMENS PROJECT LEADERSHIP | SUBSEA PIPELINE CONSTRUCTION | SUBSEA PIPELINE INTEGRITY MANAGEMENT

**LANGUAGES** | ENGLISH (FLUENT), GERMAN (INTERMEDIATE), PUNJABI (NATIVE), INDONESIAN, MALAY, HINDI

### SELECTED MEDIA:

- ❖ **GERMANY: NORD STREAM INAUGURATION SCHEDULED FOR NOVEMBER 8:**  
<http://www.offshoreenergytoday.com/germany-nord-stream-inauguration-scheduled-for-november-8/>
- ❖ **NORD STREAM INAUGURATION TO TAKE PLACE ON TUESDAY:**  
<http://www.naturalgaseurope.com/nord-stream-inauguration-to-take-place-on-tuesday-3328>
- ❖ **NORD STREAM ACHIEVES GAS TRANSPORTATION MILESTONE:**  
<http://subseaworldnews.com/2015/10/06/nord-stream-achieves-gas-transportation-milestone/>

[WWW.LINKEDIN.COM/IN/MANVINDERSETHI](http://WWW.LINKEDIN.COM/IN/MANVINDERSETHI)

---

## PERSONAL DETAILS

---



**Address** | Weihermatt 11, 6343 Rotkreuz, Switzerland

**Mobile** | +41 79 364 2198

**Email** | [manusingh@me.com](mailto:manusingh@me.com)

**Nationality and Permit Status** | Indian, Swiss Permit C

**Marital Status** | Married with one child