

Philippe Nyantcha

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CARRER SUMMARY

Owner of a Master of Engineering degree with more than 10 years of multi-country program and capital project management experience in retail oil and gas: assembling, designing, selling, programming, deploying, and supporting electronic equipment and systems for clients. Completed over \$25 million CAD worth of projects and maintenance of different technologies, delivering over \$200,000 CAD in savings in operations. Project Management Professional (PMP) certified since 2017. Seeking to manage company-wide initiatives to achieve long terms goals.

SKILLS

- **Strategy:** Define strategy and needed resources. Plan and monitor budgets (CAPEX, OPEX) and profitability
- **Leadership skills:** lead and manage collocated and remote multidisciplinary teams
- **Portfolio, Program and Project management:** plan, estimate and track resources, install deliverables, and invoice client
- **Maintenance management:** draft and negotiate contracts. Calculate bonuses and penalties, invoice. Monitor resources (stocks, personnel, logistics). Plan preventive maintenance, set up CMMS
- **Sales and development:** establish service offers, business cases, business strategy development
- **Interpersonal skills:** adaptability, teamwork, communication skills, negotiation, problem-solving
- **Quality assurance:** advanced skills developing controlling and implementing policies, standards, and procedures
- **Technical skills:** proficient in fuel and retail automation, fuel dispensers, EV Chargers, fuel storage, meters, etc
- **Computer skills:** MS Office (Word, Excel, PowerPoint, Sharepoint, Power BI, Projects), Sage 50, PV Syst, Kissflow, etc
- **Languages:** bilingual, fluent in French and in English
- **Awards:** awarded as the company's best leader employee of the year
- **Driver's license class 5.**

WORK HISTORY

SYSTEMS AND AUTOMATION DIRECTOR (7 countries)

| Jan 2021- Dec 2022 |

TSG Group, Douala, Cameroon

Multinational Service company specialized in oil and gas downstream, e-mobility, and solar equipment.

- Participated in the Management Committee, contributed to the development of the company's strategy. Defined, and coordinated the development strategy of the System and Automation portfolio (products and clients)
- Led maintenance and project managers: 4 engineers, over 20 technicians deployed in 7 countries (hiring, coaching, assessment, training). Drafted and negotiated maintenance contracts
- Launched electric mobility business line (EV chargers installation), and "solar photovoltaic" and "Gas" business lines
- Managed a network of 5 product distributors (level 3 support, sales coaching, design, trainings)
- Communicated directly with over 20 equipment manufacturers for design and project integration
- Proposed and followed up on training plans of the department, conducted internal and client trainings.

Key Achievements

- Department KPI: 30 customers, 7 countries, yearly turnover of approximately 2 million CAD, gross margin 60% per year
- E-mobility turnover of approximately \$500,000 CAD in September 2022). Installed first public EV chargers (Circontrol) and EV management systems (Cosmos) in Central Africa
- 1 remote antenna created

BUSINESS DEVELOPER SYSTEMS AND AUTOMATION (7 countries)

|Jan 2019 - Dec 2020|

TSG Group, Douala, Cameroon

- Structured the new Systems and Automation department (mission, processes, procedures, resources, documentation). Implemented the business development strategy for systems and automation business line in the Central Africa
- Wrote commercial offers, bids and tracked sales
- Supervised 2 projects managers and 2 maintenance managers for respect of margin and deadlines (team lead)
- Performed projects feasibility studies and calculated the cost of ownership (TCO) for clients. Implemented and monitored "pilot projects" for clients
- Performed regional level 1 to 3 technical support (internal staff and distributors)

Key Achievements

- 8 leads converted to major clients (yearly turnover of \$1 million CAD, gross margin approx. 50%)
- 8 proofs of concepts designed and implemented
- Conducted over 35 training sessions on technical, safety and soft skills for 20 team members

PROJECT MANAGER

|Nov 2012 - Dec 2018|

TSG Group, Douala, Cameroon

- Managed systems and automation construction projects and programs including the planning, scope, budget, schedule, logistical support, stakeholder engagement, risk management, execution, commissioning, calculation of final gross margins, reporting, documentation update and KPI analysis
- Coordinated project activities: point of contact between customer, multi-discipline teams, service providers
- Designed, integrated, and installed equipment and solutions for service stations, mines, oil depots, port facilities: fuel dispensers, fuel meters, electronic tank gauges, fleet management systems, privative payment systems, forecourt controllers, back office and head office systems, wet stock management systems, etc.
- Managed maintenance and warranty of over 250 sites. Performed advanced troubleshooting and investigations.
- Internal auditor (ISO 19001V2018): Ensured team's compliance with the EHS and quality requirements.

Key Achievements

- More than 300 projects and programs managed (budget up to \$10 million CAD in 07 countries)
- Reduced cost of maintenance and projects by 30% by upskilling internal staff
- Managed maintenance: 3 contracts drafted and signed, more than 250 sites under contract, annual turnover of approximately \$1.2 million CAD (01 hotline of 4 technicians created).

EDUCATION

Master Of Engineering in industrial maintenance and production Ngaoundéré University (Cameroon)

|Sept 2008 – Nov 2011|

Bachelor's degree in electrical engineering Dschang University (Cameroon)

|Jan 2007- Jul 2008|

Higher National Diploma in electrical engineering - Option electronics Dschang University (Cameroon)

|Sept 2004 – Sept 2006|

TRAININGS / CERTIFICATIONS

Internal Auditor in ISO 19001V2018, ISO9001V2015, ISO 14001V2015, ISO 45001V2018

|Sept 2021|

Portfolio Management Professional- PfMP®

|Jun 2021|

Program Management Professional - PgMP®

|Sept 2020|

Professional in Business Analyst - PMI-PBA®

|Oct 2019|

Project Management Professional - PMP®

|May 2017|