

PAUL XAVIER PERRINE

Senior Executive / Business Management / Software Development

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Summary

Drawing from a decade of executive leadership experience across various corporate settings and entrepreneurial ventures, I have consistently demonstrated the ability to successfully oversee large-scale projects, streamlining processes and augmenting organizational efficiency. My leadership acumen has extended to spearheading initiatives in emerging markets, demanding exceptional problem-solving skills and systematic implementation strategies. Now, with a keen interest and passion for technology, I am excited to embark on a career path that aligns my strategic insights and project management expertise with cutting-edge technological advancements. I am eager to contribute my unique blend of leadership and technical expertise to the development of innovative and transformative projects.

Work Experience

Kalugmanan Agri-Development Company (KADC)

President

2017 - 2022

- Spearheaded the operations of Kalugmanan Agri-Development Company, focusing on the production, marketing, and retail distribution of agricultural products, with a primary emphasis on Job's tears (Croix Lacrima) and specialty Arabica coffee
- Collaborated closely with over 300 independent growers, ensuring rigorous quality standards and establishing a robust traceability system from the farmer to the retail shelf
- Achieved remarkable success by more than tripling both production and sales volume while simultaneously managing another agricultural partnership (see above).

Salam Agricultural Partnership Inc

General Manager

2017 - 2021

Business and Community Development Project with Moro Islamic Liberation Front (MILF)

- Spearheaded a pioneering initiative to develop a sustainable abaca production program at MILF base camp Bilal, Munai, Lanao del Norte, Philippines.
- Collaborated with the Office of the Presidential Advisor on the Peace Process to integrate private sector efforts into a broader peace-building strategy.
- Orchestrated the establishment of a Cooperative farmers organization to empower and support former combatants in their transition to sustainable livelihoods.
- Led the development of a 92-hectare high-elevation Arabica coffee plantation in Lanao del Sur, Mindanao, Philippines.
- Implemented strategic planning and operational activities, resulting in a highly productive area that contributed to the economic development of the region.

Dole Asia Holdings

President, Mt. Kitanglad Agri-Development Corp. and Wao Development Co.

2014 - 2017

- Facilitated the strategic sale of the Unifrutti Pineapple Program to Dole Asia Holdings, showcasing expertise in negotiation and deal facilitation.
- Demonstrated leadership by remaining as President during a three-year transition period, ensuring continuity and stability during the integration process.
- Successfully integrated a previously independent growing program into the larger organizational framework of Dole Asia, showcasing adaptability and effective management skills.

Unifrutti Group

Country General Manager, Pineapple Program

2001 - 2014

- Directed the comprehensive production, packing, and marketing efforts for 2,800 hectares of fresh pineapple, constituting 15% of the Philippine pineapple export volume, targeting markets in Asia and the Middle East.
- Led a wide innovative team in developing pesticide and herbicide-free commercial practices, fostering sustainable farming practices while maintaining cost competitiveness.
- Managed a workforce of over 3,000 full-time employees, ensuring efficient operations and adherence to quality standards.
- Negotiated dozens of land development and management contracts, while maintaining relationships with over 300 of local landowners to facilitate smooth operations.
- Innovated machinery and processes for harvest and packing operations, guaranteeing quality, packing uniformity, and implementing statistical quality measurements in the market.
- Developed specific Stock Keeping Units (SKUs) to align with diverse supply chain requirements for wholesale market distributors, food processors, and direct retail chains.
- Coordinated marketing and sales agreements with key customers in target markets, with a primary focus on Japan and Korea.
- Served as Logistics and Quality Manager for 4 years before leading the organization's pineapple program until 2014.

Work Experience

Rainforest Distillers

Co-founder and Chief Financial Officer

2015 - Present

- Served as Partner and Chief Financial Officer at Rainforest Distillers, a pioneering venture specializing in the first Rhum Agricole production in the country, with a focus on innovative research and development initiatives.
- Navigated financial strategies and operations during the formative years, contributing to the foundation and growth of the company.
- Assisted partners in steering the company through critical stages of Rhum Agricole production, ensuring adherence to quality standards and regulatory compliance.
- Facilitated the company's transition from research and development to a phase of commercial rollout, anticipating a significant market presence in 2024.

PRM DataQuest Inc

Co-founder and Chief Financial Officer

2011 - Present

- Steered the financial strategy and partnership initiatives at PRM DataQuest Inc., a prominent Business Processing Outsourcing (BPO) company of 200 employees specializing in delivering a spectrum of remote services for international clients across the United States, Europe and Australia.
- Contributed to the establishment of a robust and efficient operational structure and implementation of sound financial practices, ensuring high-quality service delivery to clients in a dynamic and competitive market.

SouthStar Airways

Charter Pilot

2000 - 2003

- Operated small aircraft (6 - 10 seats) flights for charter services around the Philippines.

Education

Code Institute, United Kingdom

Full-stack Software Development

2024

Airworks Aviation, Manila Philippines

Aviation Training, Pilot's License

2000

Coventry University, United Kingdom

Aerospace Engineering

1999

Skills

Operations Management • Project Development and Implementation • Process Improvement • Cash Flow Management • Budget Management • Project Sensitivity Analysis • Data Analysis • Risk Management • Strategic Planning • Global Business Acumen • Negotiations • Team Leadership

Python • C++ • PyQt • Tensorflow • Docker • OpenCV • ZFS • Wireguard • Linux System Administration • Networking Protocols • Database Management

Volunteering

Hineleban Foundation

Board Member and General Manager

2012 - 2022

During my time as a Board Member of the Hineleban Foundation, an organization dedicated to supporting livelihood projects, community development, indigenous culture preservation, and forest conservation in the forest buffer zones of Mindanao's mountainous regions, I actively contributed to shaping the foundation's strategic direction. Serving as General Manager from 2018 to 2019, I oversaw operational initiatives, demonstrating dedication to the foundation's expansion and prosperity. A key aspect of my role was ensuring the alignment of foundation programs with the specific needs and goals of communities in Mindanao, aiming for a positive impact on both the environment and the lives of local residents.