



Curriculum Vitae

Charles K. arap-Lang'at BSc Chem

COMPETENCIES

*Construction Chemicals
Product development
Innovation
Business Development
ICT Systems Design*

PROFESSIONAL

*MSc Industrial Chemistry
(starting Sep 2020)
Executive MBA (completing
Dec 2020)
BSc Chemistry*

LANGUAGE

*English (oral and Written)
Kiswahili (oral and Written)
French (basic)*

PERSONAL SKILLS

*Professional Musician
(Bassist)
Motivational Speaker (youth)
Presentation Skills
Teaching/Instructor Skills*

PERSONAL DETAILS

*Charles Lang'at
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E: Charles.langat@gmail.com
DOB: 15th June 1973
Nationality: Kenyan*

PERSONAL SUMMARY

Focus and Interest on Industrial Manufacturing Technology, Key Areas Are Innovation and Development of Road Construction Material and General Civil Engineering Structural Protection Technology (Waterproofing from Surface Protection to Intrinsic Nanotechnology/Admixtures). Passionate Chemist, Well Recognized in Industry for Innovative and Dynamic Thinking. Independent, Self-Motivated, and Highly Resourceful. I Have Experienced Developing and Propelling New Product Line to Success. Competent in Technical Support and Well Versed in Roads Technology.

WORK EXPERIENCE

SGS Group Management- Société Générale de Surveillance SA DIVISION: Government and Institutional Services (GIS)

Position: Africa Regional Sales & Business Dev. Manager and
Reporting: Vice-President Government and Institutional Services - Geneva
Geographic Scope: Governments and Institutions in Anglophone Africa, Mozambique, Namibia, Angola - Except Nigeria

Position: Global Sales Support Manager - Mobility Services
Reporting: Global Sales Director Mobility Services
Geographic Scope: Global
Period: January 2020 - Present

Description

This position is responsible for driving sales expansion and growth of GIS Services in Africa and Mobility (formerly Transportation services as per description below now covering globe) globally. Focused primarily on Business to Government

Duties

- Duties as prescribed for Transportation division supporting new team structure to expand services globally.
- In GIS expand various solutions and support services to Government and Institutions in Africa.

SGS - Société Générale de Surveillance SA DIVISION: Transportation (TRP)

Position: Regional Business Development Manager
Period: Sept 2017 – Dec 2019
Geographic Scope: 11 countries (East Africa, Malawi, Zambia, Mozambique, and Angola)

Reporting:

ice-President & Head of Regulated Services - Geneva

This position is responsible for pioneering the growth of global Transportation Solutions and Services in the three TRP industries (Automotive, Rail & Aerospace) within 11 countries in East and Southern Africa. These encapsulates Regulated services, Intelligence Transport System, Fields services and Testing services. Focused mostly on B2G Segment.

Description:

Duties

- Identify, engage, and prospect market opportunities across Manufacturers and OEM's in demand of SGS Services and Solutions.
- Present technological solutions and services confidently to Executives.
- Responsibility for owning the opportunity with the local services and global technical delivery team in a supporting role.
- Leads the QA process from conception through to deal approval.
- Conduct documented sales planning as per KPI's targets set by Vice President
- Implement the Transportation Sales Plan, supported by KPI's.
- Promoting Transportation testing services to potential customers.
- Assist in development of strategy for SGS's successful entry into the Transportation services marketplace.
- Locate potential revenue generating opportunities within the Transportation industries as well as direct sale of corresponding services, focusing on, but not limited to.
 - Statutory Periodic Vehicle Technical Inspection
 - Axle Load Control Program
 - Transportation e-single windows solutions
 - ISO and other brand certifications services to TRP industries
 - Driving Licence, Car Registration and Plate securitization services
 - Fields services (off lease inspection etc.)
 - Acquisition of Complimentary Organizations.
 - Training services
- Attend industry conferences to locate business opportunities and enhance SGS brand awareness within the Transportation Testing Services industry.
- Work with Operations, Legal, Finance, and Senior Management to develop formal quotations for existing and new clients (RFP/RFOs).
- Facilitate an acquisition of complimentary organizations including identification, negotiation, internal presentation to gain Management approval, deal closure, assistance with initial integration
- Focus on the needs of customers with a specific drive to sign a Contract with relevant service level agreements.
- Ensure targets for proposals, client's visits, sales of new clients and sales revenue for the Transportation solutions are achieved.
- Follow-up on all proposals in accordance with divisional Sales policies and procedures.
- Monthly Sales Report to VP.
- Adhere to all quality and safety requirements of the SGS management system.

COLAS EAST AFRICA LTD

Position: Technical & Business Development Manager East Africa

Sector: Manufacturing

Period: Jan 2015 to Oct 2016

Reporting: Managing Director East Africa

Primary Job Responsibilities:

- Provide business support to country general manager in Uganda on staff technical support and sales lead
- Be responsible for the day to day delivery and monitoring of the Regional Business Development Strategy, growing market share through new business across East Africa.

- Be responsible for the development, introduction and monitoring new materials and technology relating to road construction and providing support to factory on modification of products as appropriated for specific projects.
- Provide support to industry on new technology in bitumen and related technologies for appropriation in road construction, to pursue opportunities and networks with government and contractors
- Contribute as required and from time to time to work on market research and appropriation of existing services.
- Preparation of Monthly executive business and performance reports for in Head office Directors.
- Liaison to Government Institutions related to infrastructure and development with regards to projects and develop leads for company products.
- Provide for specifications development to Government in support for potential business growth
- Training to Contractors, Engineers, and Consultants in Colas technology, methods on safe and appropriate of bitumen products.

ROAD TRACK SOLUTIONS LTD

Position: General Manager

Sector: Manufacturing

Period: April 2014 to December 2014

Reporting: Group CEO

Responsibilities:

Defining annual business strategy as well as to develop, execute and manage comprehensive business lead plan encompassing technical requirements and integrated marketing initiatives designed to penetrate and grow targeted markets.

- Direct and coordinate activities of the company with the production, pricing, sales, and distribution of products.
- Manage senior staff, preparing work schedules and assigning specific duties.
- Review financial statements, sales and activity reports, and material stock data to measure productivity and goal achievement and evaluate areas needing cost reduction and process enhancements.
- Establish and implement company policies, goals, objectives, and procedures, conferring with directors, and staff members, as necessary.
- Determine staffing requirements, and interview, hire and train new employees, or oversee those personnel processes.
- Monitor budget limits to ensure that the company efficiently and effectively provide needed services.
- Oversee production department ensuring that products are of quality and technical team provide top-level support to clients.
- Under lead of the MD Direct and coordinate financial and budget activities to fund operations, maximize investments, and increase efficiency.
- Negotiate with customers, approve, and set prices and credit terms, based on forecasts of customer demand. Project scope, value of project.
- Report to the Directors on progress against the strategic and annual business plans on a regular basis.
- Spearhead Research and Development program for new products

PROJECTS SUPPORTED

- **K3-65 Tunisia:** Currently supporting ILO Tunisia in developing LVSR emulsions.
- **SEALKOTE** Designed Dam Lining Emulsion Sealtech Ltd for use on Base Titanium Kwale
- **COLD PLASTIC ROAD MARKING:** Formulation for SEALTECH Ltd

COLAS EAST AFRICA LTD

Position: BDM, Research & Product Dev/Technical Manager

Period: Sept 2008 to Oct 2014

Geographic Scope: East Africa

Reporting: Managing Director East Africa

Duties and Responsibilities

1. Develop new products as well as to upgrade or redesign existing waterproofing products that are primarily based on asphalt chemistry.
2. Enhance water based/ emulsion chemistries and hot melt technologies.
3. Responsibility for the asphalt-based products costs reduction initiative through design, replacement of obsolete raw materials, and improve performance.
4. Responsibility to assist with manufacturing of new and existing products to solve factory and field problems and to monitor technical advances, trends, and environmental issues that may influence future product development direction.

Primary Job Responsibilities:

- Maintain existing asphalt, modified asphalt and water-based adhesive/ sealant/ coating product formulations and support products with these technologies through the manufacturing process, product performance and quality
- Upgrade existing asphalt, modified asphalt-based water proofing products to improve quality, process ability, or performance, to replace new materials or reduce costs.
- Solve factory and field problems to maintain the high quality and performance of existing bituminous adhesive, sealant, and coating products.
- Provide technical assistance to Technical Service, Sales, Marketing and Production Teams. This includes field support to representative, distributors, any field sales, applicators, architects, building owners and other customers as needed.
- Develop new products in the adhesive, tape, sealant, and coating range for waterproofing, air barrier and HVAC systems, and for other roads and industrial applications to improve system performance and increase company profitability.
- Primary focus was on road binders and industrial material using bitumen chemistries.
- Product Development included preparing and testing experimental formulations in the lab as well as in the factory or field to evaluate performance. This requires knowledge of bitumen, colloid chemistry and understanding of adhesives, sealants, coatings, and waterproofing systems, HVAC systems, various industrial and state-of-the-art adhesive, and rubber processing technologies.

- Participating in industry events and training to remain abreast of technical advances in the relevant technologies that may impact product development activities.
- Run factory trials, select, and evaluate alternate sources of raw materials, write purchasing specifications, material data sheets, technical data bulletins and product labels.
- To provide technical input into developing specifications and processes for colas products manufacturing and application
- Visit customer sites and advise on products application to maintain warranty and sustain client return business
- Overall, in-charge of costing and formulation and management of pricelist
- Provide training programs to customers and industry in general on bitumen technology.
- To develop protocols for new formulation in collaboration with head office technical team
- To be the main point of contact for customer technical queries (including internal and external)
- To act as a point of contact with government road authorities, and consultants to learn or otherwise obtain projects and ongoing programs, technical information, and techniques of potential benefit to the company
- To maintain awareness of current developments in technologies of potential benefit to the company
- Lead role in company R&D projects
- Provide monthly reports to management on business performance, sales targets and trend in market.

REF BELOW TO ACHIEVEMENTS

THE NAIROBI HOSPITAL – NAIROBI KENYA

Position: ICT Applications Officer

Period: Sept 2007 to Sept 2008

Reporting: ICT Manager

Responsibilities

- Oversee the support and sustenance of uptime for the ERP system.
- Implement and manage a wide range of ICT applications and business tools.
- Defined and evaluated product for procurement and implementation.
- Track, project and report on all applications performance, critical faults, and upgrade needs.
- Maintained communication with management to ensure ICT activities aligned with business goals.
- Provided leadership and direction to support teams to guide the provision of services to health care personnel and other administration personnel.
- Overall, in charge of internship training program
- Overall, in charge of staff productivity software training
- Overall, in charge of fibre optic infrastructure.

Selected Contributions:

Successfully deployed following solutions:

- ✓ **CCTV:** Supervised its installation, configured, and trained the security team on using the system, logging profiling. Solution was to provide 3rd eye to security team in the organization.
- ✓ **PACS (picture archiving Computer System):** Configured on behalf Philips Medical system the full trapping and rendering of data from MRI 64slice to 3D graphic profile. First in East Africa

LANZALE INSTRUMENTS LTD – NAIROBI KENYA

Position: Owner & Instrumentation and ICT Consultant

Period: Sept 2005 to Dec 2007

Responsibilities

- Responsible over Industrial and Scientific Instrumentation products
- Support ICT solutions for clients on contract from Infrastructure, email, and productivity applications
- Overall, in charge of company Project Management
- Establishing new markets clients in Uganda and Rwanda.
- Overall, in charge of support of Airline ticketing printer and equipment
- Overall, in charge of inventory of computer units and equipment's installed in East Africa

AMADEUS GTD EAST AFRICA LTD – NAIROBI KENYA

Regional ICT Specialist, April 2003 – April 2005

- Oversee Project management in Kenya, Uganda, and Rwanda
- Deployment and Support of Systems Products to Travel agents in East Africa,
- Oversee Regional Market expansion to Uganda, Rwanda, and Kenya
- Liaison with service providers on system reliability availability and expansion,
- Liaise with France and Germany for support and carry out a full range of product implementation functions in East Africa.
- Establishing new markets clients in Uganda and Rwanda.
- Overall, in charge of support of Airline ticketing printer and equipment
- Overall, in charge of inventory of computer units and equipment's installed in East Africa

AIM International Services – Nairobi Kenya

Position: ICT Manager

Period: Sep 1997 – April 2003

- Oversee support of finance system, Email system to local and remote missionaries
- Oversee Deployment and Support of security applications,
- Oversee implementation of sat phones for email and communication for remote teams
- Oversee repairs of computers and laptops send from field offices
- Liaise with US office on email policies changes and administration of smooth communication.
- In charge of departmental budget program

EDUCATION

DEGREES

Course: MSc Industrial Chemistry

Institution: University of Nairobi– Nairobi.

Period: *Starting Sept 2020*

Course: Executive MBA, Strategic Management

Institution: Management University of Africa/JKUAT

Period: *Complete Dec 2020*

Course: BSc – Chemistry Major

Institution: University of Nairobi

Period: *Completed Dec 1992*

TECHNICAL COURSES CERTIFICATES

Institution : Ecole des Points - France

Course: *Mastering bitumen for better roads and innovative applications*

Institution: ISSA & Federal Highways Administration (US DoT)

Course: *How to Construct High Quality Chip Seal Treatments, Slurry Seal and Micro Surfacing Treatments – Part 1 and Part 2*

Institution: NHI & Federal Highways Administration (US DoT)

Course: *TCCC Chip Seal Best Practices*

Institution: Cyber networks Ltd

Course: - CCNA Cisco Certified Network Associate

Institution: Cyber networks Ltd

Course: - MCSE, MCP+I

Institution: AMADEUS Global Travel Distribution - Nice France

Course: *Functional Training on Amadeus reservation products*

ACHIEVEMENTS

ASPHALT INSTITUTE OF EAST AFRICA – NAIROBI, KENYA.

POSITION: FOUNDER AND CEO – SINCE SEPTEMBER 2016 TO DATE

FOCUS: Support better use of asphalt in EA by offering:

1. Consultancy and collaboration support services to Government, consultants, asphalt producers and Contractors on advanced and current appropriate use of asphalt.
2. Research and development on new and appropriate asphalt technology.
3. Offer training and awareness forums through workshops, seminars and conferences
4. Support improvement of current EAC standards appropriate to asphalt through association with KEBS and Government Materials Research Lab.
5. Provide continuous Professional Education to Civil Engineering professionals through collaboration with local and international institutions of higher learning

MAJOR MATERIALS INNOVATED FOR ROADS SECTOR

Product: K3-65 (2014)

Description: High Binder Bitumen Emulsion for use in Construction of Rural Roads

Purpose: replacement of conventional 80/100 bitumen technology

Value: Gross Margin Gain plus 40% from 0%

Business Opportunity: Niche products with market revenue of Ksh 4Bn

Product: SLX-80 (2015)

Description: Rubber Modified Cationic Emulsion

Purpose:

- Surface dressing alternative to 80/100 pen Grade
- Proposed for use by KeNHA James Gichuru - Rironi Project

Used: Trials Successful with Bungoma County Government.

Value: Gross Margin Gain plus 40%

Product: SEALKOTE (2013)

Description: Rubber & Mineral Modified Emulsion for Sealtech Ltd

Purpose: Used in Mining Embankment construction

Used: Base Titanium Mining Kwale County

Value: Gross Margin Gain plus 45% tripled manufacturing volume in industrial division

Product: COLPRIME-E (2010)

Description: Green Primer as a replacement of MC30.

Purpose: Safer material for use in Road construction

Used: Western Ring Roads Nairobi – Kilimani network

Value: Gross Margin Gain to 35% from 16%

Product: COLMIX Binder: (2011)

Description: Special binder for MATREX Kenya Ltd

Purpose: used in manufacture of quick patching premix for potholes.

Product: COLCOTE-S (2011)

Description: Introduced to Uganda for pre-coating high moisture aggregate,

Purpose: Exclusive in Uganda.

Product: COLCOTE-E (2011)

Description: Emulsion based pre-coating high moisture and high dust content aggregate.

Value: Gross Margin Gain of plus 40% from 12%

I. INDUSTRIAL SECTOR

A. Rubberized Modified Bitumen Products

SBR Latex based Colaskote

Description: Type I, III and IV grades of emulsions for Roofing, Dam lining and Concrete surface, to phase out 30year old products and following industry demand for change.

Colmastic-S

Description: For development of electrostatic resistant flooring for gas filling station: implemented in Uganda and Rwanda

B. Waterproofing Products

Colaseal AWB:

Description: Specially developed for use in Kenya Power and Lighting Company (KPLC) project in Ruiru

II. RESEARCH COLLABORATION MINISTRY OF ROADS

A. Program: Improvement of Park Roads

Authority: KWS

Road project: *Nairobi National Park Roads*

Value addition: Reduce to minimum annual maintenance and develop all weather gravel roads.

Target: 2000Km of Park Roads starting with Nairobi 60Km

Revenue: Ksh 1.2billion

B. Program: Low Volume Surface Roads (Roads 2000)

Authority: KeRRA

Road project: *Makenzie-Muruka-Kandara pilot project:*

Value addition: Government is saving 50% road construction cost

Target: 500KM of Rural Roads

Revenue: Ksh 4billion

C. Program: Pavement Preservation

Authority: KeNHA, KAA

Road project: *Southern Bypass, Eldoret Bypass and JKIA runway:*

Value addition: Sustainable Pavements low maintenance structures

Target: National Highways

Revenue: Ksh 400 Million

III. KENYA BUREAU OF STANDARDS

- Nominated to ARSO – Africa Roads Technical Committee
- Member of TC on Road and Road Furniture specifications

I. KIHBIT

- Approved instructor for Low Volume Seal roads (Asphalt and Bitumen Emulsion Technology Classes) since 2012 to Date.
- **Achievement:** Trained over 2,000 spanning over 500 contractors in the country. In collaboration with NORKEN Consultants, EGIS Consultants.

II. CONFERENCES, SUMMITS AND WORKSHOPS

1. **ITRARR Conference Mombasa 2016**
Topic Presented: *Experience of Modified Bitumen in Kenya*
2. **Africa Technology Transfer Conference Zambia 2015**
Topic Presented: *Better technology for Africa Road*
3. **Bitumen Exchange Forum Nairobi 2014**
Topic Presented: *Cheaper Bitumen based solutions for Africa Roads*
4. **East Africa Infrastructure Conference and Expo (EACEXPO 2014)**
Topic Presented: *Polymer Modified Bitumen as a sustainable technology for Highways in Kenya*
5. **Potholes Using Cold Mixes Dar-es-Salaam 2011**
Topic Presented: *alternate emulsion solutions for Roads.*
6. **Africa Roads Conference, Johannesburg, 2012**
7. **3rd East & Central Africa Roads and Rail Infrastructure Summit Dar es Salaam 2012**
8. **PMB demonstration and Training Nairobi 2012**
Presentation to Material Testing and Research Dept
9. **1st Bitumen Emulsion Technology Workshop Nairobi 2012**
Topic Presented: *Industrial Bitumen and Emulsions.*
10. **1st Bitumen Emulsion Technology Seminar Uganda 2012,**
Topic Presented: *industrial bitumen and emulsions in 2012.*
11. **2nd East Africa Bitumen Emulsion Technology Mombasa Aug 2013**
12. **1ST East Africa Infrastructure Conference, KICC**
Topic Presented: *advanced bitumen Technology available in Kenya*

Non-Professional Roles

- i. Board Member – Shelloyees Sacco Ltd
- ii. Vice Chair Board– Shelloyees Housing Sacco
- iii. St John Ambulance Brigade – City 17 Division Since 1991
- iv. CEO – Asphalt Institute of East Africa Ltd

OFFICIAL REFEREES

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