



Charles Langat

Curriculum Vitae - 2019

PERSONAL SUMMARY

Passionate Asphalt Chemist, I am 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 Bitumen Technology.

WORK EXPERIENCE

SGS - SOCIETY GENERAL SURVEILLANCE

Regional Business Development Manager - September 2017 - Present
Transportation Division East Africa

Reporting: Vice-President & Head of Regulated Services - Geneva

Geo Scope: 11 countries (East Africa, Malawi, Zambia, Mozambique, and Angola)

Description:

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.

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

COMPETENCIES

Asphalt Chemist
Process Efficiency
Route to Market
Business Development
Products Development and Innovation
ICT Expertise

PROFESSIONAL

Executive MBA (on-going)
BSc Math and Chemistry

PERSONAL SKILLS

Professional Musician
(Bassist)
Motivational Speaker (youth)
Presentation Skills
PowerPoint
Microsoft Systems Engineer

PERSONAL DETAILS

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DOB: 15th June 20173
Nationality: Kenyan

- 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/RFQs).
- 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

Technical & Business Development Manager – Jan 2015 to Oct 2016 East Africa

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

General Manager – April 2014 to December 2014
Manufacturing

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

Business Development

Research & Product Dev/Technical Manager – Sept 2008 to Oct 2014
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.
- Analysis and reporting market interest, enquiry and trends to improve products and build base for solving future customer challenges
- Business weekly and monthly sales and data analysis to management
- To provide technical input to sales team, manufacturing and industry

- 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 **ICT Applications Officer 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 **Owner & Instrumentation and ICT Consultant 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

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

ICT Manager, 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 ACHIEVEMENTS

DEGREES

Currently Masters Business Administration Degree, Strategic Management
Management University of Africa/JKUAT – Nairobi. (Ongoing)

Bachelor of Science Degree,

Chemistry, 1992 • University of Nairobi – Nairobi

TECHNICAL COURSES CERTIFICATES

1. **Ecole des Points France:** Mastering bitumen for better roads and innovative applications
2. **International Slurry Surfacing Association & Federal Highways Administration (US DoT)** 29th September 2013
How to Construct High Quality Chip Seal Treatments
How to Construct High Quality Slurry Seal and Micro Surfacing Treatments – Part 1
How to Construct High Quality Slurry Seal and Micro Surfacing Treatments – Part 2
3. **National Highway Institute & Federal Highways Administration (US DoT)** 5th October 2013
TCCC Chip Seal Best Practices
4. **Cisco Certified Network Administrator- CCNA**
Cyber networks Ltd August 2004
5. **AMADEUS Global Travel Distribution • Nice France** May 2003 to June 2003
Functional Training on Amadeus reservation products

ACHIEVEMENTS

I. 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

Successfully introduced and developed the following products to the East Africa Market:

II. ROADS SECTOR SOLUTIONS

- a. **SDX-80:** Rubber Modified Cationic Emulsion for surface dressing replacing 80/100 pen Grade, Trials Successful with Bungoma County Government. Gross Margin Gain plus 40%
- b. **SLX-80:** Rubber Mineral Modified Emulsion Used in SAMI technology, Proposed for use by KeNHA James Gichuru - Rironi Project. Gross Margin Gain plus 40%
- c. **SEALKOTE:** Rubber & Mineral Modified Emulsion for Sealtech Ltd Used in Mining Embankment construction. Gross Margin Gain plus 45%
- d. **COLPRIME-E:** Green Primer as a replacement of MC30. Gross Margin Gain plus 35% from 16%
- e. **K3-65:** High Binder Bitumen Emulsion Developed for use in Labor intensive low volume roads
- f. in Kenya; Gross Margin Gain plus 40% from 0%
- g. **COLMIX Binder:** Special binder for MATREX Kenya Ltd used in quick patching for potholes. Contract Manufacturing.
- h. **COLCOTE-S:** Introduced to Uganda for pre-coating high moisture aggregate, Exclusive in Uganda.
- i. **COLCOTE-E:** Emulsion based pre-coating high moisture and high dust content aggregate; Gross Margin Gain of plus 40% from 12%

III. INDUSTRIAL SECTOR

A. Rubberized Modified Bitumen Products

- a. **SBR Latex based Colaskote:** 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.
- b. **EVA and SBS modified Bitumen based Colaskote:** for Metal and Joint sealing
- c. **Colmastic-S:** for development of electrostatic resistant flooring for gas filling station: implemented in Uganda and Rwanda

B. Waterproofing Products

- a. **Colaseal AWB:** specially developed for use in Kenya Power and Lighting Company (KPLC) project in Ruiru

IV. RESEARCH COLLABORATION MINISTRY OF ROADS

A. Low Volume Surface Roads (Roads 2000)

Road project: Makenzie-Muruka-Kandara pilot project: Developed product for Cold AC, Introduced environmentally friendly product; Colprime-E for base priming and for ETB (emulsion treated Base).

- A sustainable development initiative that is creating interest in Ethiopia, Mauritius, Uganda, Tanzania and Zambia.
- Government is saving 50% input budget cost per KM in construction; from 5% labor programme to 25% revenue to labor, zero mechanization and sustainable technology and eco-friendly.

B. PMB (Polymer Modified Bitumen):

- Personally research, tested analyzed and proposed for capital investment to construct a plant unit for full industry production.
- Coordinated manufacturing and trial of the first Polymer Bitumen manufactured in East Africa, Trial section at Mombasa Road and is to be used in Southern by-Pass Project.
- Introduced an anti-rutting solution for Timboroa Eldoret Road project with a Polymer admixture for bitumen in collaboration with PR industries in France.

V. PARTICIPATED PROJECTS (co-opted Consultancy):

- **Colored Roads:** Developing technology to adopt colored asphalt surfaces for special road sections: blind/black spots, bus stops pedestrian paths and bumps. On progress with Kenya Urban Roads Authority.
- **PMB: Nairobi Southern Bypass** – Surface dressing with Colflex-S, Nairobi Western Ringroads with Colprime-E, Timboroa-Eldoret; Anti-rutting with Elvaloy, PR PLAST S, Bit 20/30
- **TIMBOROA ELDORET (Kenya) and Bus Rapid Transport (Tanzania)** Introduction of Superpave technology as used in the USA with modified Bitumen. Private initiative with KeNHA, Ministry of Roads Materials Branch and PR Industrie (France)
- **Ongoing LVSR (Low Volume Surface Roads)** – KeRRA (Kenya Rural Roads Authority) alternate cheaper solutions for surfacing rural roads.
- **Ongoing (Cold Mix Mechanized application method)** – KeRRA (Kenya Rural Roads Authority) –proposal concept for accelerating paving rural roads (Under Director General KeRRA)

VI. KENYA BUREAU OF STANDARDS

Member of Technical Committee on Road and Road Furniture specifications

VII. KENYA INSTITUTE OF HIGHWAYS AND BUILDING TECHNOLOGY

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.

VIII. CONFERENCES, SUMMITS AND WORKSHOPS

- **ITRARR Conference Mombasa 2016** – Presented a paper on Experience of Modified Bitumen In Kenya
- **Africa Technology Transfer Conference** - Presented a paper on Better technology for Africa Road (based on Bitumen Emulsion)
- **Bitumen Exchange Forum** – Nairobi Presented a paper based on Cheaper Bitumen based solutions for Africa Roads
- **East Africa Infrastructure Conference and Expo (EACEXPO 2014)**, Presented on Polymer Modified Bitumen as a sustainable technology for Highways in Kenya 12th to 14th August 2014
- **Potholes Using Cold Mixes** Workshop in Dar-es-Salaam 30th June 2011: Presented a paper on alternate emulsion solutions for Roads.
- **Africa Roads Conference**, Johannesburg, 28th Feb to 3rd Feb 2012
- **3rd East & Central Africa Roads and Rail Infrastructure Summit 2012**, 21st to 22nd June 2012
- **PMB demonstration and Training** for Materials Department, DuPont
- **KIHBT (Kenya Institute of Highways and Building Technology)** Approved Trainer for Cold Asphalt technology to contractors under Roads2000 program by Govt of Kenya, Coordinated by KeRRA (*Kenya Rural Roads Authority*).
- **1st East Africa Bitumen Emulsion Technology Workshop** in Nairobi, presented on industrial bitumen and emulsions in 6th Sept 2012.
- **1st Bitumen Emulsion Technology Seminar** in Uganda, presented on industrial bitumen and emulsions in 2012.
- **2nd East Africa Bitumen Emulsion Technology Workshop in Aug 2013 in Mombasa**
- **1ST East Africa Infrastructure Conference, KICC** presented talk on advanced bitumen Technology available in Kenya – appropriate solutions for Annuity Projects.

IX. PERSONAL INNOVATIONS

- Illuminating road marking material for Africa rural roads (patent on progress)
- Developed low volume emulsion business turnaround to tune of Kshs 2Bn per year
- Development of Road Marking paint to fit Kenya ecological temperate conditions (collaboration with Paints division ministry of Roads)

OFFICIAL REFEREES

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