

Curriculum Vitae of Stephen Roderick Pring

Personal Details

Date of Birth: 23 March 1963
Place of Birth: Clevedon, UK
Nationality: British
Marital Status: Single
Current Location: Bangkok, Thailand
E-mail address: pring.stephen@gmail.com



Profile

Water treatment professional. Twenty-five years experience in this field. Has more recently become involved with indoor air quality and odour control. Chemical engineering graduate. Has lived and worked in Thailand, Indonesia, Singapore and Korea. Half of working-life has been spent in Asia. Has held positions in sales, marketing, technical and business development. Speaks Bahasa Indonesia and some Thai. Good knowledge of French. Formidable English language ability. Fully conversant with Microsoft Office applications. Excellent inter-personal and presentation skills. Detail oriented. Perfectionist.

Looking For

A career opportunity within the Asia-Pacific region. A challenging rôle where it will be possible to use the above-mentioned skills to make a real contribution to the development of the business and to the success of the company. To assume significant responsibility whilst entrusted with the requisite authority.

At His Best When

Provided with a greenfield opportunity, such as establishing a business or starting a project from zero. Initiates and develops strong relationships with (usually) overseas partners and local end-users. Acts as both a geographic and a cultural 'bridge'. Self-motivated, innovative, creative and determined.

Has Worked For

Broadly-speaking, only two entities. Firstly, Houseman (Burnham) Limited - for eight years [1986-1994]. Houseman was subsequently acquired by Degrémont and then by Nalco. Secondly, Drew Industrial Division - for fifteen years [1995-2010]. Drew is the water treatment brand of Ashland Inc, who recently acquired Hercules to create Ashland Hercules Water Technologies. Please find further details overleaf (provided in reverse chronological order).

Employment History

Ashland Water Technologies - Drew Industrial Division

2006-2010: Drew Korea Limited

Technical Manager - Drew Korea Limited

Business Development Manager - Hoimyung WaterZen

Employed by the local partner and majority shareholder of Ashland's Korean joint-venture company. My rôle was three-fold. Firstly, to provide technical and marketing support to their existing, traditional chemical, water treatment business. Secondly, to strengthen (the often fractious) relationships between the Korean managing company (Hoimyung Corporation) and Ashland. Thirdly, to concurrently develop a complementary Hoimyung-branded 'environmental solutions' business. As time progressed, it was this final element - a business development function - which became the main focus of my attention.

Hoimyung WaterZen – as the business became known – was the umbrella for all such innovative, technological, non-chemical, environmentally-friendly and mainly European partners. There were four distinct product lines; separation (ceramic membranes), disinfection (mixed oxidants and ECA), AOP (hydroxyl radical generation) and odour abatement & IAQ (ionisation). My function was to define such areas of activity, research the most appropriate technology and to locate the true provider/OEM. I would then develop that relationship (through NDA/MOU's) to the signing of an exclusive distribution agreement.

2003-2006: Drew Ameroid (Singapore) Pte Ltd

Technical/Marketing Specialist - South East Asia

Based in Singapore, this was a regional position. The rôle was to provide technical and marketing support to Ashland's water treatment affiliates (agents, distributors and joint-venture partners) in Thailand, Indonesia, the Philippines, Bangladesh and the Republic of Korea (who then recruited me).

On the technical front, I was the regional lead for chlorine dioxide. Passing-on the knowledge which I had gained in the UK market in terms of equipment, methods of generation and applications - particularly in the food & beverage sector (influent water sterilisation, process water re-use and clean-in-place).

1998-2003: Drew (UK) Limited

Territory Manager - West Scotland

Arriving to fill a long-since vacated post, I became responsible for customer retention/development, sales growth and profitability. Based in Glasgow, I achieved and/or exceeded my sales targets for five consecutive years. Key accounts included Diageo, Nestle, Interbrew (now InBev) and William Grant. Success was based on dropping unprofitable accounts, rationalising treatment programs, introducing fixed-price contracts and strong relationship building.

Employment History (continued)

Ashland Water Technologies - Drew Industrial Division

1995-1997: PT Friassha (Drew's exclusive distributor in Indonesia)

Business Manager - Chemical Division

This was a newly-created position to solidify, develop and raise the profile of Drew's business in Indonesia. The number of domestic sub-distributors was rationalised. Key gains were the result of strong expat-expat relationships. These included; a nationwide contract with Nestle (five factories), becoming the main water treatment provider for five-star hotels in Jakarta/Bali as well as supplying anti-scalants to an Australian-operated gold mine near Manado.

Houseman (Burnham) Limited

1992-1994: PT Sumber Indokemjaya (Houseman's distributor in Indonesia)

Technical Manager - Water Treatment

1991-1992: Creation Center Co. Ltd. (Houseman's distributor in Thailand)

Technical Manager - Water Treatment

1989-1991: Houseman - International Division

Sales Engineer

1986-1989: Houseman - UK Division

Service Engineer

Academic Qualifications

1981-1985: University of Bradford (UK)

Bachelor of Engineering

Chemical Engineering

1974-1981: Bristol Cathedral School

'A'-levels - Maths, Physics, Chemistry

'O'-levels - five A's, two B's & two C's

Other Skills

Languages

French - very good

Indonesian - good

Thai - some/basic

Computer

Microsoft Office

Other Qualifications

Advanced Technical Training Course (Ashland Water Technologies)

Individual position: 2nd place (98%) and group project presentation: 1st place

References

Available upon request

