

H. DAVID PETERSSON



KEY SKILLS AND ATTRIBUTES

- 20 years of China experience
- MBA
- Fluent in Chinese Mandarin
- Managed green-field startup's
- Manufacturing base
- International project management
- Budget responsibility up to €10m
- Managed 200+ people

Over the past 20 years I have lived, spoken, worked and interacted with people in China. This experience has provided me with a unique and extensive insight into the Chinese business culture.

The China experiences and the established skills in a wide range of manufacturing disciplines coupled with the knowledge gained from the MBA program provides a solid base for my future career development.

Possessing an optimistic personality, as well as a strong drive for achievement, I enjoy a challenge and readily take the initiative to establish and realize operational and strategic objectives. I am also a person who doesn't mind digging-in and being hands-on when required.

As a leader, I believe in the importance of understanding people's motivators and aligning these with the business goals. While I can be enforcing when required and enjoy being in a position to direct, guide and influence people, I also like cooperating, teaching and helping others.

I have a demonstrated track record of company and manufacturing startup's, general operations as well as management of both local and global projects where I have contributed and delivered outstanding communication, productivity, quality and profitability.

In the coming five to ten years, I aim at a General Manager role assisting a foreign invested manufacturing company to establish itself and achieve success in China.

PROFESSIONAL EXPERIENCE

DeLaval China, Shanghai, China

6/2007-5/2009

Global provider of dairy processing equipment and services. Part of the TetraLaval group.
Reported to Global Manufacturing Director. Responsible for up to 40 people with 5 direct reports
(Warehouse, Planning, Production and Q.A. managers). CNY 10m budget.

Responsibilities as **Factory Manager** included establishment of China factory and subsequent operational and budget responsibility.

Achievements:

- Managed the startup of production in China for domestic and export use including the localization and technology transfer of vacuum pump assembly and testing.
- Lean Manufacturing productivity improvement resulting in 92 min/unit down from 336 min/unit.
- Integrated ERP modules in factory and warehouse.
- Planned for production ramp-up/down including supplier deliveries, human resources, physical space and capital investments.
- Successful ISO 9000/14000/EH&S implementation and compliance.

EastGate Technologies, Shanghai, China

6/2005-5/2007

Privately invested start-up company providing high-tech equipment to Siemens. Main processes include laser-cut sheet metal, precision-machined parts fabrication and assemblies.
Reported to Chairman and Director. Responsible for up to 60 people with 5 direct reports (Finance, Production, Purchasing, Engineering & Q.A. managers). CNY 10m P/L.

Responsibilities as **General Manager** included company establishment, systems and processes setup and subsequent day-to-day company operation.

Achievements:

- Identification of required machinery and equipment supplier negotiations.
- Site selection, WOFE company registration, technology acquisition, senior management hiring and office/factory fit-out.
- Effectively established production processes and related documentation resulting in Siemens Supplier Qualification Audit approval.
- Developed and cascaded the company's strategy and mission to personnel and implement appropriate rewards and recognitions as well as personnel development and training programs which effectively aligned personnel with the company's goals.
- Evaluated make vs. buy scenarios to meet planned capacity requirements and cost target during startup and growth stages.
- Delivered first products eight months from project kick-off to Siemens L&A, Munich and other foreign invested companies in China.
- Developed local customer base.

Time off / Honeymoon

2/2005-5/2005

Geberit Plumbing Technology, Shanghai & Jushan, China 10/2001-1/2005

Leading Swiss manufacturer of Sanitary and Piping related products. Main processes involved mass-production of plastic injection and assemblies.

Reported to CEO China. Responsible for up to 230 people with 6 direct reports (Purchasing, Engineering, Production x2, Logistics/Warehouse & ERP Systems Administrator). CNY 70m budget.

Responsibility as **Operations Manager** for two production locations including several cross-departmental and cross-country project management roles such as ERP and ISO9000 implementation and product localization projects during a time of rapid growth.

Achievements:

- Productivity improvement by 50% on select product lines resulting in annual standard cost reduction by >5%.
- Successfully implemented and achieved ISO 9000:2000 certification.
- Implemented forecast systems to improve inventory levels and lead-times.
- Successfully introduced group-wide manufacturing and supply of new product.
- Established and drove measurements for deliveries and quality requirements to gauge operational performance and reach maximum efficiency and quality performance.
- Sourced and implemented an ERP system.
- Located contractor, negotiated cost and supervised the construction of a new warehouse.

AL-KO Air-Technology, Shanghai & Taicang, China 5/1997-9/2001

German supplier of high-quality air handling unit (AHU) systems. Main processes involved sheet-metal fabrication, powder paint and assemblies.

Reporting to GM China. Responsible for up to 90 people with 6 direct reports (Purchasing, Engineering, Production, Logistics/Warehouse, Quality Assurance & After Sales Services). CNY 15m budget.

Responsibilities as **Factory Manager** included factory establishment, systems and processes setup and subsequent day-to-day operation.

Achievements:

- Identified and established first assembly factory and subsequent in-house fabrication.
- Established local sub-contractor and supplier base.
- Sourced and installed fabrication and powder painting equipment.
- Successfully implemented and achieved ISO 9000:2000 certification.

PCB Square, Haikou, China

1/1995-4/1997

Taiwanese/Chinese joint venture startup company manufacturing printed circuit boards (PCB).

Special Assistant to General Manager

- Setup of new manufacturing facility including selection of technology, production layout design and on-site management.

Tai Hong Circuit, Taoyuan & Hsinchu, Taiwan

10/1992-12/1994

Japanese/Taiwanese joint venture with two factories in Taiwan supplying printed circuit boards (PCB) to Intel, IBM, HP and Compaq.

International Key Accounts

- Responsibility for key-accounts worth USD 60 million annual sales.

EDUCATION

Master of Business Administration,

2009 - 2010

La Trobe Graduate School of Management, Melbourne, Australia

Awarded Dean's Commendation in recognition of academic excellence

Electric & Telecommunication

1985 - 1987

Lindälvsskolan, Kungsbacka, Sweden

COMMUNICATION & OTHER SKILLS

- Fluency in English, Swedish and Mandarin Chinese. Elementary German.
- Extensive knowledge of Chinese, Swedish, German, Swiss and Anglo-Saxon business cultures.
- Highly skilled in major Windows and Mac applications.

PERSONAL

- Born on 9 May 1967 in Gothenburg, Sweden, Swedish citizen
- Married with Chinese national, no children
- Enjoys travel, photography, billiards, world affairs and outdoor activities

REFEREES

Available upon request