



DINESH KANAPATHY

📞: +65 97356258

✉: rascllot@yahoo.com

<https://www.linkedin.com/in/dinesh-kanapathy-a9069737/>

PROFILE

A transformational, results-oriented, seasoned strategist and logistician. I have 16+ years of exhaustive experience offering network development, execution, operational and structuring expertise for driving multi-million dollar growth in various organizations, across a variety of industries spanning Express Integrators, Contract Logistics, Freight Forwarding, Relocations and Project Logistics. With a deep understanding of critical business drivers across multifarious disciplines & markets, I strive to optimize holistic, integrated change across all areas of operations to deliver profitable revenue growth, inducing solutions to the ever-growing bucket of challenging business adversities. From setting aggressive & clear business objectives to analysing revenues and directing/developing cross-functional teams to implement actionable strategic plans, I am a discerning leader who brings creativity & an entrepreneurial spirit to all business endeavors, working as a trusted advisor to the C-Suite decision makers and various stakeholders & business partners. I am a strong believer of the “ground up” approach and create a culture of purpose and fun within my teams, my peer and upward relationships

AREAS OF EXPERTISE

- ◆ Business Strategy & Development ◆ Strategic Planning & Growth ◆ Key Account Management
- ◆ Freight Forwarding◆ Start-Ups & Change Management ◆ Project Planning & Management
- ◆ Client Relationship Management◆ Supply Chain & Warehouse Management ◆ Performance Management ◆ Transportation & Logistics◆ Regulatory & Trade Compliance
- ◆ Cross-Functional Team Leadership◆ International Cross-Border Trucking◆ Network Design & Management

KEY COMPETENCIES

- A Strategic & Visionary advisor with a dynamic range and grit to dig in and drive change, spot trends & connect the dots.
- Prudent & conscientious, articulating robust business strategies and action plans to deliver on performance targets/KPIs.
- Focused leader, known for executing start-up/turnaround projects with superior delivery & change management results.
- Ability to operate in competitive environments at both a strategic/conceptual level and at a detailed, operational level.
- Adaptive & metrics driven, with strong experience of different commercial, competitive & changing business scenarios.
- Strong Team player, collaborating effectively with constituent groups and developing high-performing global teams.

CAREER HISTORY

A.P. MOLLER MAERSK

(Copenhagen headquartered; Maersk is the largest shipping line in the world with market capitalization of USD38B.)

Area Head of Land Transportation & Customs Brokerage

Mar 2020 - Present

Responsible for management of the Land Transportation and Customs Brokerage products for Singapore Malaysia and Thailand. P & L responsibilities with FY 2019 GP at USD2.6M and EBIT at (USD-715K). FY 2020 GP at USD5.5M and EBIT at USD304K

Key Achievements:

- Reduced inland trucking rates by 15% across the area and achieving a Carrier Haulage ratio of 21%
- Developed intermodal strategy to increase Carrier Haulage ratio, Cross Border Trucking APAC wide strategy and inland Sourcing/Procurement strategy
- Put in place a TMS (Transport Management System) to provide visibility for inland trucking activities
- Responsible for identifying suitable M & A targets for growing Brokerage footprint/capabilities, Warehousing and Distribution footprint and Depot footprint
- Effective 01 Sep appointed as Managing Director of Siam Shoreside Services Ltd which is a stevedoring, depot and haulage services provider in Thailand
- Effective 01 Oct, will take on additional portfolios to develop Cold Chain Logistics, Insurance, eCommerce and Airfreight

GEODIS ASIA PACIFIC

(A French global logistics and freight forwarding company with market capitalization of EUR\$8B.)

Sub-Regional Director, Road Networks

Jul 2018 - Present

GEODIS has been a pioneer with cross border trucking in Asia since 1995. Brought in to transform their current services from being a traditional FTL (Full Truckload) operator and develop new services to grow the product and business.

Key Achievements:

- Put in place a Fleet operating P & L to track cost down to a cost/kilometer
- Initiate a TMS (Transport Management System) Proof of Concept for cross border trucking with full visibility
- Developed a Hub and Spoke model for Singapore, Malaysia and Thailand with first and last mile partners in these countries to be able to handle both parcels and freight seamlessly
- Put in place a Road Network development strategy supporting Multi-Modal & Gateways strategy, in support of APAC growth strategy for 2018 – 2023
- Successfully launched own LTL (Less than Truckload) services between Singapore, Malaysia & Thailand in Oct 2019

DB SCHENKER (ASIA PACIFIC) PTE LTD

(A global logistics and freight forwarding company headquartered in Essen, Germany with market capitalization of EUR\$19.7B.)

Director, Transport Development & Projects – Asia Pacific

Feb 2016 - Present

Brought into the team to help develop the International Cross-Border Trucking business product. Includes revamping and strengthening the existing FTL (Full Truckload) service and introducing LTL (Less than Truckload) service. The LTL service is a “greenfield” service and involves strategy development, service and product design, commercial sales strategy development and pricing, network design, regulatory and customs development to support the service and operational management.

Key Achievements:

- Obtained approval from Royal Malaysian Customs for a bonded consolidated truck movement using a Cargo Manifest. Approval is based on the operational model for DB Schenker’s LTL service.
- Awaiting similar approval from Singapore Customs for bonded consolidated truck movement using a Cargo Manifest
- Brought in new business wins for H & M, Nike Inc., Johnson & Johnson and other SME accounts.
- Project Lead for the development of an On-Demand Last Mile Delivery Service for B2C channels

- Establishment of Business Development organization/structure within the Transport Management Group to help drive LAND Transport revenue growth within the region

EXPEDITORS INC.

(Headquarted in Seattle, Washington with a market capitalization of USD\$10B.)

Director Transcon, South Asia

Oct 2014 – Feb 2016

Leading the South Asia region to develop their Transcon product regionally. This includes strategy development, revenue growth, vendor management and pool, financial recharging mechanism, country network design and sales development. A regional role with functional reporting to Global team.

Key Achievements:

- Product development strategy and road map approved regionally and globally. Strategy is still being used today.

TNT EXPRESS WORLDWIDE (now owned by FedEx)

(A global express integrator headquartered in Hoopdorf, Amsterdam with annual revenues of EUR\$6.91B)

Regional Operations Manager, Asia Road Network

Jul 2007 - Oct 2014

Based out of the Asia Pacific regional office in Singapore, I developed TNT's market leading LTL service that is now commonly known as the Asia Road Network (ARN). This was a "greenfield" project and I had full P & L responsibilities with Combined Annual Growth Rate of 11% and a Direct Margin of 21%. The ARN spanned Singapore, Malaysia, Thailand, Vietnam, China and Hong Kong.

Key Achievements:

- Developed regions first fully integrated LTL service. A door to door service providing customers transparent all in pricing a per/kg basis.
- Opened own border offices along the network to facilitate seamless cross border movements.
- Developed Hub and Spoke facilities in each country.
- Lobbied and worked closely with the various regulatory authorities in each country to develop regulations to support an LTL trucking operation model.
- Design and build of customized trucks to launch own fleet operations.
- Consistently achieved a network On Time performance of 98%.
- First cross border trucking company to achieve TAPA TSR 1 certification.
- Successfully converted many multi-national customers from traditional air freight transportation to road LTL transportation.
- Set up Indirect Ship model for the region. This allows customers to bypass local Distribution Centres and ship direct to their end customers.
- Spent 9 months towards the end of my employment with TNT in the Middle East, providing consultancy on optimizing and improving the Middle East Road Network (MERN).

ASIAN TIGERS K. C. DAT (S) PTE LTD

(A privately owned Singaporean relocations company)

Operations Manager

Jul 2000 – Jul 2007

Responsible for the entire operations for the relocations business. This encompasses, inbound relocations, outbound relocations, operations purchasing, shipping and office relocations. I managed a staff strength of about 150 staff ranging from line managers to packers and drivers. Responsible for ensuring the entire relocation process for an international assignee is executed smoothly from start to finish.

Key Achievements:

- Reduced overall operational cost by 5% year on year.
- As the Quality and Environmental Management Representative for the company, spearheaded the award wins for the company with the Singapore Environment Council Environmental Award and FIDI Environmental Achievement Award.

Spent 7 years with the Singapore Navy as a full time regular serviceman.

MISCELLANEOUS INFORMATION

- A Supply Chain Master from TNT's internationally recognized GO (Global Optimization) Academy.
- Actively involved as a guest lecturer on logistics and supply chain at various educational institutions.
- Often invited by various forums and conferences to speak on trade development for the region. These include the ADB, GMS-BF and many other local and regional organizations/conferences.
- Possess good contacts with the various regulatory authorities in the region.
- Strong personal network with Customs authorities in ASEAN.
- Strong personal network with logistics and freight forwarding associations in ASEAN.
- Strong personal network with SME freight forwarders and logistics service providers in ASEAN.
- A self-starter who likes to challenge the status quo and find ways on how we can always do things differently and better.