

Xavier Berbers

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INDUSTRIAL PROJECT / OPERATIONS MANAGER

10 years of experience in project engineering and management (West Africa, Europe)
Fluent in Dutch, French (native) and English. Basics of Spanish

EXPERTISE AREAS

Master Planning – Layout & logistics – Basic Engineering – Planning and Budget – Procurement – Negotiation -
Project Management - Construction Management - Commissioning – Shutdown management – Operations -
Multicultural team management – Business Development

ACHIEVEMENTS

- Created unified methods and tools for the operations and development of an international consulting engineering firm: 250 engineers and project manager, 10 countries, TO 16MEUR
- Created and developed of an engineering company (10 engineers) in West-Africa that aimed an annual turnover of 500 K € within 4 years
- Designed and coordinated the construction of a new LPG storage in a post conflictual environment for an EPC contractor. 13MEUR, 15 Months, Ivory Coast.
- Prepared and realised the first shutdown of a 300.000 m³/year bioethanol production plant in Belgium. More than 550 sub-projects realised in 3 weeks. Working permit delivered for more than 300 workers on site every day.
- Realised a new 1000T/h primary limestone production plant. 11M EUR, 2 years

PROFESSIONAL EXPERIENCE

IPS (Industrial Project Services) Group, Various locations

Oct.2007 - Present

Multidisciplinary engineering company acting as Owner's Representative and performing as an EPCM contractor. Over 750 small to large projects realized the last 24 years within several industries (primary, chemical and petrochemical, food and beverage, manufacturing, life sciences). 250 permanent engineers & managers

International Business Manager, Member of the board of directors, Belgium (Apr.2014 – Present)

*Managing the business division and the international collaboration between 10 branches covering Europe, Middle-East, North and West Africa, North America, Southeast Asia.
Reporting to CEO and Owner*

- Established unified management tools for use company-wide (Staff planning, project tracking, CRM, ERP) that aimed to increase the quality and international collaboration
- Defined roadmaps and KPI's to track operations and to serve as decision support to the board of directors
- Implemented business strategies and assured its implementation through an international team of business developer
- Adapted the functional structure and the organisation of the staff by industries in place of by locations to increase the international collaboration and efficiency of the group
- Established new engineering partnership (Belgium, Tunisia, UAE) allowing to quote and realise large international EPCM mission
- Established an account management system and obtained several frame agreement with key-accounts
- Diversified our activities to new industries (Cement), sector (public) and locations (Switzerland-France-USA-Africa) while continuing growth amongst existing clients.

Founder and Operational Manager, Ivory Coast (Mar.2010 – Mar.2014)
Managing the operations of a branch with a local team (up to 10 engineers)
Reporting to the corporate management based to CEO and Owner

- Launched a branch in an new continent during a fragile and post-conflict environment
- Defined and Implemented the local development strategy and related objectives in term of turnover, HR, structure, industries and areas segmentation
- Hired and trained a team of engineers on the use of project engineering and management tools and template. Realised the staff performance evaluation, promotion and follow-up.
- Developed the company into a reference in West-Africa by doing an active piloting on each project to ensure projects are delivered on time, within scope and within budget
- Obtained the confidence of customers in different industries such as
 - Agro-industry: Doubled the capacity of 2 natural rubber production plant (process, utilities, and infrastructure modification). Engineered a waste water treatment plant for palm oil mill and analysed the technical and financial feasibility to install a biogas plant
 - Food: Defined the business strategy, realised the international procurement and the site preparation of a new bixin production plant. Realised a master planning for a wheat mill.
 - Oil & Gas: Realised two new petrol stations and LPG storage and bottling plants
 - Infrastructure and logistics: Realised several warehouses and supermarket
- Managed Financial reporting, consolidation and cash flow processes

Project Engineer, Belgium (Oct.2007 – Feb.2010)

Acting as consulting engineer on different brownfield and greenfield projects for several customers such as (Aleris, Arcelor Mittal, Carmeuse, Coil, AB-InBev, P&G, Südzucker).
Reporting to IPS-Belgium steering committee

- Acted as Single Point of Contact and interface management between, user, owner, purchaser, contractor
- Prepared several technical and financial investment proposal including the project definition, layout, basic engineering, budgeting and planning
- Elaborated permitting roadmaps and follow-up of permitting application
- Defined procurement strategies and tender documentations. Negotiated and finalised technical and commercial agreements for different procurement packages (equipment-utilities-infrastructure).
- Realised the detailed engineering and construction planning, coordination and validation for civil, structural mechanical, electrical and plumbing works
- Coordinated the construction on site (planning-change management-cost control-safety)
- Realised factory acceptance test together with site installation and commissioning of process equipment's.

EDUCATION

Master in Financial Management, ICHEC Entreprises (Belgium) 2009

Master in Biological Engineering Université Catholique de Louvain (Belgium) 2007

- Major: Environmental Sciences and Technologies: Water/Soil/Air
- Master thesis: Land cover change detection through remote sensing, Philippines
- Exchange program: Česká zemědělská univerzita, Prague, Czech Republic

OTHER

Interests: Sports and nature - Cycling trip down the Andes (Peru to Cape Horn) – 5,500kms (09.2015 – 02.2016)

Volunteering: Assisting children having social difficulties in Brussels (since 2008) for a non-profit organisation named “La Tramontane”

Personals: Belgian / Dutch national, Married