



Business Development Director with over 12 years of experience. Solid track record in Sales, Marketing and Customer Relationship Management across multiple industries. Able to work in English, French and Thai languages in multicultural environment. Energized by new challenges, I have an extensive portfolio of high-level contacts in both Real Estate and Industrial sectors within the SEA region.

MARTIN DILLY



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martin.dilly@gmail.com



04 March 1987 – 34 years old



Married – 1 child



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Skill Highlights

- Leadership
- Business Strategy
- Business Development
- Sales Negotiation
- Cold Calling
- Adaptability
- Entrepreneurship
- Team Player
- Multicultural Team Management
- Tender Preparation
- EPC/EPCM

Languages

French	●●●●●
English	●●●●●
Thai	●●●○○
Spanish	●●○○○

Experience

Building & Infrastructure Director for Emerging ASEAN Countries cum Chief Country Executive of CIF Myanmar & Cambodia *04/2022 to Present*
Bureau Veritas (Thailand) Ltd. – Bangkok, Thailand

Building & Infrastructure (B&I) Director Responsibilities:

- Implement and drive B&I Mission delivery to develop Emerging ASEAN market strategies.
- Contribute to rapid growth objective of the company through development and win major contracts with key customers.
- Contribute to the implementation of the new business model based on long-term service contract, project management and customer orientation focus.
- Through his creativity and his customer driven approach, he is able to generate profitable new contracts to the Business Unit. Monitor region for "proximity" bidding opportunities to expand business
- Preparation of Proposals, negotiating with clients and securing contracts.
- Obtain, protect and manage License to Operate (local and global accreditations).
- Ensure day to day management of the B&I activities in a profitable way.
- Achieve set objectives (technical, commercial, financial and personal)
- Supervise all works performed by the B&I members, ensure technical quality and timely delivery of services.
- Prepare yearly operational action plan in agreement with superior for his team.
- Define and implement business plan, budget and resources for the B&I, in coordination with line managers, in line with Corporate / Zone and Region strategies.
- Elaborate monthly reports to forward to superior (including market/competitors/ customers/ key events).

Country Chief Executive of CIF - Myanmar and Cambodia Responsibilities:

- Define and Implementation Strategy for Commercial, Technical and Operation of all businesses of Bureau Veritas Myanmar and Cambodia.
- Responsible for Growth and Profits and Losses for Bureau Veritas Myanmar and Cambodia.

Education

Master of Sciences in Business Administration (MBA)

IESEG School of Management – Lille, France
Member of the *Conférence des Grandes Écoles*
EQUIS, AACSB and AMBA Accredited
2005 – 2010

Exchange Student

Kasetsart University International MBA Program (KIMBA) – Bangkok, Thailand
2008 – 2009

Interests

- Travel
- Scuba Diving
- Cinema
- Manga and Anime
- Gastronomy

Experience

Business Development Director

08/2016 to 04/2022

Archetype Engineering Consultants Co., Ltd. – Bangkok, Thailand

- Responsible for the overall management of the Business Development Department, including the recruitment and development of the Business Development Team members, mentoring team members, establishing the business development targets (in terms of dollar value, time to deliver and business line targets), implementing initiatives for the overall improvement of business development.
- Directly responsible for the achievement of the business development targets and key performance indicators for the team each year, including responsibility targeting new business, managing key accounts.
- Ensure that all local Business Development practices and procedures meet the standards established and expected of the Group, including but not limited to ensuring the CRM is properly updated and contracts are properly titled and indexed; the template commercial contract is adhered to; the commercial contract risk matrix is properly followed.
- Directly responsible for developing an annual plan and budget for the Business Development Department in consultation with the Managing Director and the Group General Director.
- Directly responsible for reporting to the Group Marketing Manager and Group General Director regarding all Business Development related matters including but not limited to: new business, pipeline, commercial developments and new prospects.
- Responsible to work with relevant technical Directors pricing, tendering, proposal development, scheduling and other negotiations regarding project sales and development.
- Negotiate contracts with new and existing clients for new business
- Manages clients to ensure ongoing client satisfaction and on time payment of commercial fees, including handling any negotiations or managing any concerns of the client that may delay payment.

Business Development Manager Thailand & Myanmar

08/2014 – 07/2016

Tebodin Thailand - Bilfinger Group – Bangkok, Thailand

- Responsible to the Managing Director.
- Coordinate and manage the BD teams.
- Responsible for Engineering, Project management and Consultancy sales.
- Approach potential clients in the fields of Chemicals, Oil & Gas, Pharmaceuticals, Nutrition, Food and Beverages, General Industries.
- Represent company in introduction meetings and project acquisition discussions with clients' team.
- Foster close relation with existing clients and build trust with newly acquired customers.
- Identify areas of support with clients and define basis of work scope on projects.
- Contribute towards the regional business development network in Asia Pacific.
- Develop draft proposal based on team meetings and discussions · Lead proposal preparation with the engineering and project management teams and maintain time-lines for the proposal teams.

Experience

Sales & Marketing Director

05/2010 – 07/2014

Asia Data Destruction Co., Ltd – Bangkok, Thailand

- Started up the whole corporate services activity.
- In charge of key corporate accounts (30 companies from multiple sectors: Accenture, DKSH, Sanofi, Dextra, St-Gobain, Magotteaux, Biomerieux, Kimberly-Clark, SHARP, Panasonic ...)
- Business and partnership development in the APAC region.
- In charge of coordinating and manage sales, logistic and technician teams.
- Trading, Sales and Remarketing of 2nd hand Smartphones on global market.
- In charge of all Marketing and Communication (Website creation & update, Company presentation, etc.).
- Responsible for the ISO 9001 certification.

References

References available on request