

## Louis Seah

[louis.seah@management-t.com](mailto:louis.seah@management-t.com);



### Areas of Expertise

Louis has more than 25 years of work experience with multi-national corporations spanning 3 industries: Consultancy, Manufacturing, and Fast Moving Consumer Goods (FMCG). Effectively bilingual in English and Chinese, he has led these organizations at senior positions and had gained broad experiences in the areas of consulting, manufacturing & distribution. Louis is certified in Facet 5, DISC and INIFAC SPOT Facilitation. His consulting and training subject expertise include Project Management, Problem Solving & Decision Making, Communication Effectiveness, Negotiation Behavior, Influencing Skills and Leadership Development.

In the last 15 years Louis has lived and worked in China. Since 2004, his full attention has been given to the training and consultancy field with specialization in the use of psychometric instruments for talent selection, team build and leadership development. MNC clients he served include Unilever, Microsoft, Roche, Carestream, Kraft Food, SGS, DuPont, Grundfos, PSG China, Manulife, ADP China, Standard Chartered Bank.

### Professional Experience

In 1992, Louis joined Ernst and Young (E&Y) Management Consultants in Singapore. As a consultant, he was responsible for promoting consultancy practices to the local Small and Medium Enterprises. A year later, Louis was promoted as Manager and was responsible for developing the FMCG/Retail practice.

In 1994, Louis joined PSC Corp. Ltd., a leading FMCG company in Southeast Asia. Under Louis' leadership, the company built major presence in several market segments that included sugar confectionery, paper products and bakery ingredients. Leading brands include Mentos, SMINT etc.

In 2000, Louis re-joined E&Y as Director of the Emerging Market Practice. The group provided pre-IPO advisory work for promising local enterprises. It helped enterprises align their business processes, worked on earnings projection, financial ratios and identified private investors.

In 2002, Louis joined Innovalues Precision as General Manager to spearhead the first green-field project in Shanghai, China. Innovalues is a leading provider of precision turned parts to companies such as Hewlett and Packard, Fisher Rosemont etc. Louis started the operations and brought it to profitability within months of operation. The one area that gave him the most satisfaction was the experience gained in recruiting, training and developing his leadership team made-up entirely of Chinese managers.

### Education

Louis received his Bachelor of Science Degree in 1990 and an MBA in 1991 from Indiana University, Bloomington. USA.

