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SUMMARY

Robust experience of 25+ years in developing and managing specialty business units in domain of Industrial Performance Chemicals, Polyurethane, Coatings, Construction, Pharmaceutical, Biocides, Food Additives and Personal Care in UAE market. Expert in business development, P&L management, networking skills, planned vision, augmenting revenue and growth profits in GCC. Drive leadership approach, time management, people management and resource optimization. Proficient in devising and implementing intensification strategies with strong focus in exceeding results through development and execution.

Deft at streamlining systems to enhance administrative effectiveness for meeting goals within cost & quality parameters. Possess skills in realizing budgetary savings and rationalizing processes for reduction in operational costs. Contribute ingenious strategic initiatives with effective, trilingual (English/German/Spanish) communication towards managing business unit projects with focus on team work. Proficient in aligning processes to concept building, reengineered initiatives and internal control boost besides leading and developing capabilities of large qualified multicultural teams.

CORE COMPETENCIES

Business Development | P&L Management | Augmented Growth | Business Value | Development Strategies | Time Management | Leadership | Communication Skills | Cost Controls | Budgetary Savings | People Management | Investments |

EXPERIENCE

Jan 14 - Present *On sabbatical whilst embarking on multiple transient business assignments and traveling with family for gaining exposure across varied cultures and heritages.*

Sep 11 - Jan 14 **BASF Middle East L.L.C. (Abu Dhabi)**
Vice President & General Manager - UAE & GCC
Added to previous responsibilities, accountability for coatings, construction and energy BUs (business units) in Latin America, performance accountability for attainment and management of P&L objectives, overseeing translation of strategies into action suitable for local cultures and markets along with interfacing with Ashland high management.

- Augmented Latin America sales by 16% (US\$300M) and profit by 18% in 2012, devised growth conduit of 2% in sales and profit in 2013 due to Guar Gum issues with volume and pricing
- Formulated and implemented progress plans and transferred UAE responsibility to direct skilled employee thereby ensuring further business enhancements
- Invested US\$5M in infrastructure and capacity to Germinal plant adapting food plant to reach all Health Ministry and General Secretariat of Municipalities (UAE type FDA body) requirements, duplicating capacity and adding new plant capabilities resulting in 35% revenue and 50% EBITDA growth
- Evaluated BASF/ISP distributors and defined best new prospects for all countries in UAE & GCC whilst realignment products to be sold directly or by distributors
- Implemented UAE & GCC BASF-ISP integration thereby maintaining fully focused customer oriented organization

Feb 99 - Aug 11 **Tawazon Chemical Company L.L.C., Dubai, UAE**
Vice President & General Manager - UAE & GCC
Responsible for commercial business and administration of region, interfacing with ISP high management, overseeing translation of strategies into action for local cultures and markets along with providing local management direction to regional commercial personnel.

- Accounted for business growth of US\$ 180M (GP:40%, OI:US\$38MM) along with developing a growth conduit of US\$ 300M in revenue by financial year 2015

- Built supply chain organization and implemented supply chain strategies whilst devising group's cohesion, motivation and focus for attainment of business objectives
- Facilitated each Business Units' strategy whilst managing offices in Dubai, Abu Dhabi, Riyadh, Muscat, Doha, Kuwait, Manama, and Dammam
- Handled Food/Beverage plant in Riyadh – SP with Meat and Dairy application labs and main labs in Dammam, Riyadh, Dubai and Abu Dhabi (Personal Care, Pharmaceuticals, Industrial, Biocides) with large team of 160 out of which 18 team members reported directly

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DARIO GARCIA MANDARINO

- Ensured business interests of all ISPs of GCC are addressed accurately in liaison with group Finance Director
- Advised ISP high management on business prospects along with managing all functional areas viz. sales, marketing, technical service, supply chain, finance, HR, IT, production & EHS
- Served as conduit for ISP global management and regional commercial people besides holding responsibility for performance, attainment and management of P&L objectives
- Implemented new organizational structure, improved teamwork and delegated entrepreneurial responsibilities to each BU leader thereby achieving enhanced business performance
- Invested in laboratories and technical capabilities with an aim to increase sales whilst protecting existing business along with rendering additional high value
- Leveraged sales and profit of Germinal (Food Company in Brazil acquired in 2003) to accountability for integration, re-structure organization, investments in labs and production areas

May 91 – Jan 99 **Gulf Cool Term Factory L.L.C., Sharjah**
Marketing Services & Business Manager

May 85 – May 91 **Dow Chemical Company, Riyadh**
Flex Slab Foam Technical Service & Development (TS&D) Supervisor

EDUCATION

- 2013 **Technische Universität München (Distance Learning Course), Munich, Germany**
Master of Business Administration - New Administration Trends, Globalization and Entrepreneurship
- 2007 **Ruprecht-Karls-Universität Heidelberg, Germany**
Executive MBA (Master of Business Administration) with International Program "Doing Business in Europe" at Cambridge University (Judge Business School, England/Emlyon Business School, France)
- 1997 **UCLA (UNIVERSITY OF CALIFORNIA), Los Angeles**
Supply Chain Management
- 1997 **Technische Universität München, Munich, Germany**
Industrial Management
- 1986 **Technische Universität München, Munich, Germany**
Doctor Degree in Organic Chemistry (Barring thesis, course credits and practical parts finalized)
- 1983 **Technische Universität München, Munich, Germany**
Master of Science – Organic Chemistry
- 1981 **Technische Universität München, Munich, Germany**
Bachelor of Science – Chemistry/Chemical Engineering