

# Robbert Johan Hendrik Klein Langenhorst

Bangkok, Thailand  
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Personal Details:

**D.O.B:** 17 March 1978 • **Nationality:** Dutch

**Gender:** Male • **Civil Status:** Married



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## Sales & Country Manager

*Growth-focused professional with 15+ years' experience across Asia, MENA, and Africa. Demonstrated expertise in formulating business/marketing strategies, establishing relationships with clients, delivering excellent customer services, supervising sales operations, and managing projects in a timely manner.*

— **Areas of Expertise** —

Team Leadership & Mentoring | Marketing Strategy | Sales & Procurement  
Project Development | P&L Management | Research & Development  
New Business Development | Client Satisfaction | Continuous Improvement

— **Career Accomplishments** —

Increased profitability of the company as a Managing Director by formulating effective strategies at young age  
Recognised by top management as a high potential employee and nominated for the leadership program  
Supervised multi-cultural teams and built several successful Data Management Systems (Services & CRM)

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## Professional Experience

KROHNE Group Thailand

**Country Business Manager**

Bangkok, Thailand, Indochina

2017 – Present

Spearhead entire business operations, improve business model, and increase company's profitability. Ensure complete customer satisfaction by optimising sales process, resulting in generating revenue. Build reputation of company and promote wide variety of products to compete with companies like Emerson, Endress & Hauser and Yokogawa. Perform marketing activities for the company and involve in company registrations.

*Key Accomplishments:*

- Streamlined business processes and company's relationships with customers by designing and implementing CRM software.
- Formulated business strategies and devised effective P&L business plans to improve profitability.

Arabian Pipeline Company ANABEEB

**Sales and Global Partnership Manager**

Al Jubail, Saudi Arabia/Qatar/Oman/UAE

2015 – 2017

Fostered congenial and professional relationships with clients, including the petrochemical and refining plants from Saudi Aramco, Sabic, Shell, etc. Collaborated with both end users and mayor international EPC's. Supported clients and partners by developing sales & global partnership department, which involved CRM, marketing, training, press, event, proposal and sales channel development services. Carried out other activities, including marketing, company registrations, CRM implementation, and company procedure improvement.

*Key Accomplishments:*

- Led sales operations from various branches across region and established entire sales department from scratch.
- Partner management included partners like A.HAK, Deltatest (Eddy current), CTP Furnace cleaning, KROHNE etc.

David Brown Gear Systems Ltd.

**Business Development Manager Asia**

United Kingdom/Asia

2014 – 2015

*Continued...*

Delivered support to customers related to pumps, compressors, and turbine packages. Successfully managed relationships with clients, including Kobelco, Mitsubishi Hitachi Power Systems, Hitachi infrastructure, Ishikawa Heavy Industries, Spx Clyde Union Pumps, and Flowserve across Japan, Korea, and Singapore. Utilised effective marketing techniques to sell products in Japan.

*Key Accomplishments:*

- Acknowledged for outstanding contribution by the top management and nominated for a High Potential Leadership Program out of the 2000 people.

DPCleanTech Thailand

Thailand / Ethiopia

**Project Manager and Business Developer**

2012 – 2014

Directed biomass/ waste power projects on both EPC and EP basis. Guided potential clients on legal, communications, commercial, and the technical aspects of a biomass/waste to energy power plant. Communicated with owners, project developers, banks, and others departments that require more insight into the generation of energy from Biomass and Waste. Improved sales department and board operations by directing customer relationship management (CRM) program.

*Key Accomplishments:*

- Successfully completed assignment in Ethiopia, while working as a startup project manager for a \$50M Waste to energy project.
- Sold first high-pressure high-temperature Biomass plant valued \$20M by supporting the team.
- Provided project management expertise to actively monitor first Waste to Energy plant activities in Ethiopia, which presented to the president of Ethiopia.

*Additional experience as Product Director in Stiebel Eltron Asia, Managing Director in Stork Gears & Services Asia Pte Ltd., as Project Manager & Commercial Regional Manager in NEM Energy Services Pte Ltd. as Business Development Manager in PIC Asia-Pacific Sdn. Bhd.*

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## Education & Credentials

**The Architectural Imagination** | Harvard University

**Master's in Business Administration (in progress)** | University of Wales – Wales, England

**BA in Business Oriented Computer Science** | Hanzehogeschool University– Groningen, The Netherlands

Trainings:

25 Courses of all KROHNE Products, Solutions and related principles of physics | 2 months intensive training in boiler technology, travel through Europe to visit NEM Energy Services its branches and customers | Vibration Analysis and Predictive Maintenance, included the basic of physics to complex graph analysis of rotating equipment. This to improve sales for Power Industry Consultants (PIC) Proactive Maintenance Service. | Safety officer (Certified) basic safety course | 2 weeks Biomass Boiler training course Beijing. Heat and Mass Balance calculations, Cost calculations. BOP, Boiler Service Issues and Sales techniques | Course training: Attendance to do warranty or other remediation work (English), Confidentiality Agreements (English), Contract Risk Management Sales (English), Dealing with Confidential and Competitor Information (English), Gear Foundation, Global Anticorruption Training, Introduction to Legal Risk Management (English), Managing Claims (English), Protecting Confidential Information (English) and Reverse Engineering | Sales Training, UK. Presentation skill development, "elevator pitch" & character

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## Language Skills

Dutch: Native language | English: Speaking: Fluent | Writing: Fluent | German: Speaking: Fluent | Writing: Basic | Thai: Speaking: Mid-Level | Writing: Basic

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## **Internship & Volunteer Experience**

Nacap, Kuala Lumpur, Malaysia

“Real-time” Student Society -- Business Oriented Computer Science | External Coordinator