**Brian O’Halloran**

Regional Director - Middle East & Southeast Asia at BHSL Hydro

Manama, Kingdom of Bahrain

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**DOB:** 06 Oct 1972

**Nationality:** Irish

**Summary**

Accomplished Operations professional with over 20 years of Management experience in the Pharmaceutical Industry in Ireland, the Industrial gases industry in the Middle East, and the international Renewable Energy sector. Excels at using proven methods and technologies to successfully improve operations, increase productivity, and cut costs. Broad experience in strategy building and execution delivering client focused solutions and company profitability.

**Highlights**

* Strategic planning and execution
* Operational analysis and restructuring
* Process improvement
* Cost reduction
* Cross functional team building
* Operations Transformation
* Change management
* Facilities Management
* Quality System implementation
* Business start-up
* Project management & commissioning
* Training and Development
* Relationship management expert

**Professional Experience**

**January 2017 to present: BHSL Hydro - International**

## Regional Director - Middle East & Southeast Asia

Designed and executed the regional roll out strategy for BHSL’s renewable energy technology business in the Middle East & Southeast Asia.

* Establishing regional supply chain relationships
* Sourcing and engaging local agents
* Identifying and engaging with new corporate customers
* Delivering highly technical proposals to audiences of differing technical expertise
* Defining client focused technical & commercial requirements
* Directing engineering and finance teams on proposal preparation
* Negotiation scope, costing, pricing and financing for projects
* Secured LOI for company’s largest ever project with a value of €23m

**September 2013 to December 2016: Buzwair Industrial Gases Factories – Oman**

## Country Manager

Selected to manage a new Industrial Gas Joint Venture start-up between a Qatar based family owned holding company and an Oman Stock Exchange-listed company.

* Directed all operational, strategic, and business development activities
* P&L responsibility
* Identified large project opportunity valued at US$56m
* Managed client, vendor, and complex JV relationships
* Single-handedly undertook tender prequalification, in-tender processes and tender bid preparation
* Defined plant & pressure vessel specs, and piping technical scope with Linde Engineering as technical partners
* Negotiated a 9% reduction on vendor pricing
* Directed commercial bid preparation including CAPEX, OPEX and product pricing
* Won one of only three coveted positions on the approved company shortlist

**December 2011 to July 2013: Yateem Oxygen – Bahrain**

**Manager – Operations & Services.**

Directed the day to day operations and maintenance of an Industrial Gas production and distribution company covering multiple departments at two sites with over 60 direct and indirect reports.

* Successfully introduced continuous improvement using Lean manufacturing methods (VSM, Kanban, DMAIC)
* Setting and monitoring KPI’s
* Substantially reduced operating costs:
* Production – overtime reduced by >60%
* Maintenance – improved overall plant performance
* Transportation – increased vehicle availability
* Distribution – optimised delivery routes cutting delivery time by 10%
* Effected critical CO2 plant repairs resulting in a 30% improvement in production output and reduction in losses
* Optimised Cylinder Hydrostatic Test Shop operations
* Developed & Implemented an ISO 22000:2008 Quality Management System and won accreditation
* Conducted internal ISO Auditing
* Introduced and implemented a Computerised Maintenance Management System resulting in a >40% reduction in plant downtime
* Introduced vehicle maintenance management system
* Improved safety standards and reduced number of reported safety incidents by >50%
* Overall responsibility for Facilities Management both on and off site

**January 2000 to February 2010 Janssen Pharmaceutical – Ireland**

## Senior Process Operator/Project Leader

Expert in chemical process equipment operation and training, and project leadership of new equipment installations at Janssen’s API production facility.

* Project Leader for several internal projects including:
* Reactor, heat exchanger, centrifuge equipment and automation system retrofit
* New equipment installation
* Conducted Factory Acceptance Tests
* Completed Commissioning, Validation and Qualification
* Project planning
* Directing external contractors
* Documentation control from project launch to close-out and handover
* Composed SOP’s and TOP’s
* Conducted training of relevant personnel on new systems
* Completed final project reports for senior management
* All projects delivered on time and within budget

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# Academic Achievements

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| **July 2016:** | Master of Science (MSc) in Management of Operations  **Dublin City University, Dublin, Ireland.** |
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| **June 2001:** | Diploma in Science – Chemical Manufacturing & cGMP.  **Cork Institute of Technology, Cork, Ireland** |

**Reference available on request.**