

Partner (Infrastructure Development Company)



Ability to integrate into the company

Situation: The Company required an alternative means to finance new infrastructure developments using the PPP model

Action: Engaged a Far East based crude oil and product trading business with Refineries in China to offer off-take arrangements in support of the companies private finance initiatives for new 'greenfield' infrastructure.

Impact on the business / bottom line

New financing structures supported development proposals in Nigeria and other African countries, leading a consortium of major international businesses in a successful privately funded infrastructure project.

Overall contribution / achievement of objectives

Instrumental in the formulation, promotion and application of PPP funding structures for the development of a US\$200.0Million PPP port expansion in Ghana, West Africa.

Working style

Remembering that nothing fails like success, we found Charles to be vigilant and ready to continually learn and adapt to the new challenges that came our way.

Leadership / people management skills

As is often the case with entrepreneurs, we wanted to take on new positions and make a big difference fast. When Charles saw too many events about to happen, and recognizing the level of performance that would be needed to accommodate all of them, he had the experience to know that an expectation of continuing at the same pace was not sensible. He made sure that changes were made and performance generated at a pace that could be sustained.

Any other comments about the executive

Too often business managers will focus on various productivity measures, and miss the real factors (the drivers) behind how the company makes money. As a successful business leader, Charles understood how the company makes money.

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