

## SHARIL GOH MD FADHIL

Tenacious executive with over 20 years of experience harnessing businesses through lean leadership of growth performance and cost effective operations that enable companies to achieve core business goals and sustainability. Ability to strategically deep-dive for quick turn-around, slashing costs, and generating revenue through digital and culture transformation. Visionary individual with aligning different grounds to common objectives, hence, reaching higher values.



### EDUCATION

TRINE UNIVERSITY, IN, USA

- BS IN AEROSPACE ENGINEERING

### EXPERTISE

- Strategic Planning & Execution
- Organizational Leadership & Senior Leader Engagement
- Business Management
- Budget Management
- Vendor Relations & Negotiations
- Revenue Generation & Cost Savings
- Efficiency and Effective Leadership
- Change Management
- Transformation
- Coaching and Mentoring
- KPI Setting and Auditing
- Problem Solving

### SKILLS

- Hoshin Kanri – XY Leadership Matrix
- Leaders Standard Work
- Continuous Improvement and Digital Transformation
- Lean Deployment
- Agile Development
- Lean Six Sigma for Leaders and Practitioners
- Supply Chain Value Streams

### RECOMMENDATION:

“Sharil is one of today’s emerging leaders in Quality internationally. He has a deep understanding of how lean six sigma quality tools and methods work based upon real-world practical experience obtained first by mentoring suppliers for Ford Motor Company, teaching and consulting in Asia and the Middle-East. He is an excellent teacher, Master Black Belt, and CEO. His annual Lean Six Sigma summit is popular for both the quality of the case studies as well as sharing of cutting-edge methods in quality and innovation. Sharil is active in the American Society for Quality,

Sharil’s cheerful demeanor makes him welcome both in the boardroom and on the shop floor. His interpersonal skills, integrity, and sense of humor make him a pleasure to work with. He has my highest recommendation.” May 6, 2011, Larry Smith, ASQ Member Leader.

### EXPERIENCE

**AUSTRAL AVENUE, Kuching, Sarawak, Malaysia, Oct 2023 – Mar 2024), COMMERCIAL DIRECTOR**

- Evaluated external funders in assisting financial capability in executing Civil and Building works for Shell OGP (On-Shore Gas Plant) facility in Bintulu Sarawak.
- Executed Bill of Quantity, using Value Engineering methods to reduce additional cost by 20% in construction during execution.
- Create communication plan between suppliers and management in creating monthly and daily targets. Influence leadership team by committing in project commitment to ensure sustainability.
- Act as Project Director in ensuring delivery of Materials, Manpower, and Machines, thus, 100% on-time delivery by implementing Daily Huddle, and drive for continuous improvement culture.

**PROPADU ENERGY, KL, MALAYSIA, (JULY 2022 – MARCH 2023), CHIEF BUSINESS DEVELOPMENT.**

- Provide values to Internal and External funder requirement to achieve satisfactory business requirements through value proposition, term sheet, and high engagement with Board of Directors
- Lead in assessing growth opportunities, identify risk factors, and Creation of cash projection and in and out cash flow, business risks to understand calculated risks for sustainable businesses.
- Strategically provide direct implementation of Structure Business Management and enabled streamlined process flow, effectiveness and sustainability for Board of Directors

## PROFESSIONAL CERTIFICATE

- ASQ Six Sigma Black Belt (ASQSSBB 5035)
- FORD Lean Concept
- Eastern Michigan University Lean Six Sigma Program Management
- Ford VAVE Program
- Coaching and Mentoring

## ACTIVITIES

- **Finance Director** for National Youth Cooperative
- **Business Development Director** at Syafiz Maju Sdn Bhd for Mineral Mining.
- **ASQ Edward Award Chairman** 2011 - 2014, Milwaukee, USA.
- ASQ Edward Member 2009 - 2011, Milwaukee, USA.
- Student Senate for AIAA (American Institute of Aeronautics and Aerospace)

## CASE STUDIES

- Islamic International University – Published Case Study for Harvard Business Case Study entitled – Six Sigma in Petronas Downstream, Malaysia
- Isixsigma.com - Training Black Belts or Hiring Them – Which Is Better?

## KAIZEN INSTITUTE GROUP, SEA, (JUNE 2015 – DEC 2022) DIRECTOR • Lead Consultant for Shell, ASML, Continental SEA

- Championed, Lead with comprehensive strategy align to the LEAN ways of working into current organizations, multi-national companies, small medium enterprise organizations, and various conglomerate in creating continuous improvement culture with emphasize on growth and reduced cost in ensuring sustainability.
- Achieved higher values in obtaining contracts from Multi-National Companies such as SHELL, ASML, HSBC, and CONTINENTAL.
- Initiate NPS participation rate and positive score, hence, allowing increased growth revenue within KAIZEN Institute SEA regional in achieving high branding values with regional companies in SEA, such as SIME DARBY, Bank Islam, BOSCH, QBE Asia, Northport, and many more.
- Lead, proactively understand VOC for growth, and Initiate Lean-KAIZEN summit that gains attraction throughout SEA and ASIA.
- Generate 30% year on year by leading, coaching, and developing sales and marketing team and become the highest achieved revenue in KAIZEN Institute in South East Asia.
- Lead Malaysia-Japan Women's entrepreneurship workshop by establishing Key Scorecard for business sustainability

## ASML, Singapore and Taiwan, (Dec 2017 to Dec 2019), OPERATIONAL EXCELLENCE LEAD CONSULTANT

- Deployed, advised and lead Lean-KAIZEN Initiatives throughout Taiwan and Singapore
- Advised and monitor Continuous Improvement role in Technology Industry towards vision and mission alignment.
- Support work stream by providing direct implementation of Lean Daily Management and enable streamlined process flow, effectiveness and sustainability for Visual Management Board and Digital Management Board
- Building capabilities of initiatives through Transfer of knowledge, Trained, Coached, and advised local Lean Expert in ensuring compliance in Lean-KAIZEN implementation and business owners.
- Support Sr. Management, and Managers role in creating leaders standardized work in alignment with the organizations direction in delivering customers requirements.
- Slashed TAT in collection through Lean VSM by 30% by introducing Daily Huddle Management
- Increased delivery of installation by 50% at client site by eliminating wastages and new ways of working.
- Lead deployment in creating performance management to ensure standard improvement are designed to increase profit margin
- Create values standard through cross-industry benchmarking for best business practices reflection for business leaders.

## ACHIEVEMENTS

- RECOGNITION in **Shell GLOBAL** as the Fastest CI (Continuous Improvement) Deployment in Shell Global history, 2016, Miri, Malaysia.
- Champion in PROVIDE **TRANSFORMATION PLAN FOR VIABILITY AND SUSTAINABILITY OF AGROPOLITAN PROJECTS** IN FOR THE EAST COAST ECONOMIC REGION DEVELOPMENT COUNCIL, 2015.
- Recipient of **Darjah Indera Mahkota Pahang (DIMP)** for Agropolitan ECERDC Project in Pahang.
- **Technical** Speaker for Asian Productivity Organization in Japan to countries in Mongolia, Pakistan, India, Bangladesh, South Korea, Indonesia.
- International Speaker – Title: Transition from **Operational Excellence to Center of Excellence**, Kuwait City, Kuwait, Singapore, Bali, Indonesia, Riyadh, KSA.
- **Judge** for PNB (Permodalan Nasional Berhad) **Quality Award** 2011 and 2012, Malaysia.
- **Winner** of MPC (Malaysia Productivity Corp.) **Special Productivity Award** in 2009, Malaysia.
- **ASQ (American Society Quality)** Chairperson and Member in 2006, Milwaukee, WI, USA.

## BELIEF

Leaders role are must be able to predict success. They are considered to be essential at any organization, as they consciously lead themselves and their teams in alignment with these roles and accountability, they lay the foundation of effective leadership for long term profitability and sustainability. Inspiring trust and thrive internally and externally organization; creating value drivers towards vision and the true north; executing and committing strategy; continuous coaching in creating growth and identifying solutions; and finally, having accountability in every actions they do. These experiences are my key skills.

## EARLIER CAREER

### SHELL, Miri, Sarawak, Malaysia (Dec 2015 to July 2017), BUSINESS EXCELLENCE LEAD CONSULTANT

- Provide engagement and insights with Senior and Business Leaders by identifying gaps, pain points and gain new setting targets.
- Commit responsibilities by using DMAIC and PDCA approach to drive teams solving problems, eliminate roadblocks and delays, provide technical expertise in facilitating workshops and meetings and act as a "change agent".
- Reinforce Business Leaders by strategically identify quick wins and drive for Continuous Improvement exceeding Key Performance targets on both vertically and horizontal management and value streams through project charters and establish best business case.
- Collaborate with Finance that drove and achieved 80 Million USD with 115 A3 projects executed in Shell Malaysia by adapting Continuous Improvement transformation from building capability and create credibility from Top Management to Engineers executing CI projects.
- Coached and developed the local in-house coaches and leadership team to build longer-term local expertise and organizational capability through on the job application in the three areas of; Lean tools and methods, change management, and coaching of leaders in the workforce and driving visibility and transparency.
- Instill direct line based coaching using lean to support process flow, effectiveness and sustainability as well as schedule compliance i.e. establishing a value stream approach, identify key gaps, work to solve problems, establish flow, collaboration, standard work, visual management, etc along the value stream.
- Strategically create and build CI awareness and capability amongst a group of change agents and staff who support the core activities, hence developing and transferring skill and knowledge to Local staff. This will cover a range of activities from short tailored interventions to delivery of LEAN training and coaching (Shell's LEAN Practitioner and CI Manager programs)

### LEAN APPLIED, KL, MALAYSIA (June 2004 to May 2015)

**DIRECTOR** • Lead Consultant for Petronas Downstream, Novartis (India, Singapore, Malaysia), Maybank, SKF (SEA), Friesland Campina.

#### DIRECTOR

- Championed and developed culture for excellence strategy for short-mid-long term organization performance and creating high standard of delivery.
- Maintained and developed organizational culture, values and reputation in its markets and with all staff, customers, suppliers, partners and regulatory/ official bodies.
- Drove for new development for revenue growth such as Software, Summit, High Values programs.
- Lead and directed organization's activities to achieve stated/ agreed targets and standards for financial and trading performance, quality, culture and legislative adherence.
- Partnering with Malaysia Productivity Corporation and Malaysian Automotive Industry
- Recruit, select and develop executive technical team members.
- Identified new partners and increase market share in the region as the hub for performance excellence
- Streamlining different process and operations inside and outside of organizations.
- Created sustainability act in the organizations to maintain profitability and high level of professionals.
- Generate 30% growth year-on-year since the 2006.

- **SYAFIZ MAJU – Project Director (SAND MINING AND MANAGEMENT), 2018 – 2020, PAHANG, MALAYSIA.**
- **JOHNSON CONTROLS INC (Automotive Div) – SIX SIGMA BLACK BELT, 1999 – 2002, FORT WAYNE, INDIANA, USA.**

**HI-LEX CONTROLS, (FORD MOTOR COMPANY TIER 1),  
MICHIGAN, USA, (APRIL 2002 – JAN 2004)  
LEAN SIX SIGMA BLACK BELT AND LEAD VAVE**

- Deployed Six Sigma deployment and targets development for managers and future Black Belts and Green Belts.
- Responsible for overseeing and the management of the implemented improvement program, the identification, creation, and implementation of cost reduction, and/or process improvements relative to the total cost of manufacturing.
- Implement Six Sigma methodology in conjunction with the company's five years strategic business plan.
- Completed three Six Sigma projects concentrating both on transactional and manufacturing processes.
  - Six Sigma Lubricant Utilization for the amount of USD \$100,000/yr.
  - Six Sigma RFQ Project: Reduce 50% of lead time
  - Six Sigma Supply Chain and Material Movement Project.
- Slashed 30% with new contract by adding product value in providing Engineering Cost Estimate and Contracted Give-Back Information in compliance with the customers' demand.
- Lead and analyzed BOM (Bill of Material) to identify cost feasibility, prepare action plan and timing. Evaluated BOM and successful in savings for overall Lubricant Utilization that resulted in USD \$150,000/yr savings.
- Reduced Cost of Manufacturing by 15% through Value Analysis and Value Engineering programs.