An aerial photograph of a large container ship sailing on a dark blue sea. The ship's deck is filled with numerous colorful shipping containers in shades of red, blue, yellow, and orange. The ship's superstructure and cranes are visible at the stern.

# Your talent partner for end-to-end supply chains

A functional specialist across supply chain planning, procurement, logistics and distribution, DSJ Global drives growth for your business through the right talent.

LOGISTICS & SUPPLY CHAIN

PROCUREMENT

ENGINEERING & MANUFACTURING

OPERATIONAL EXCELLENCE

## About us

DSJ Global is a leading specialist recruitment agency for procurement and supply chain professionals. We know that procurement and supply chain is the critical business driver in any business. We exist to take care of one of the market's most significant challenges: talent acquisition. Today, we provide permanent, contract and multi-hire recruitment from our global hubs all over the world.

We pride ourselves in keeping our professional network up-to-date with any changes that will shape the future of work or affect the hiring process. Visit our website to discover more invaluable insights, including exclusive research, salary guides and market trends.

 [www.dsjglobal.hk](http://www.dsjglobal.hk)

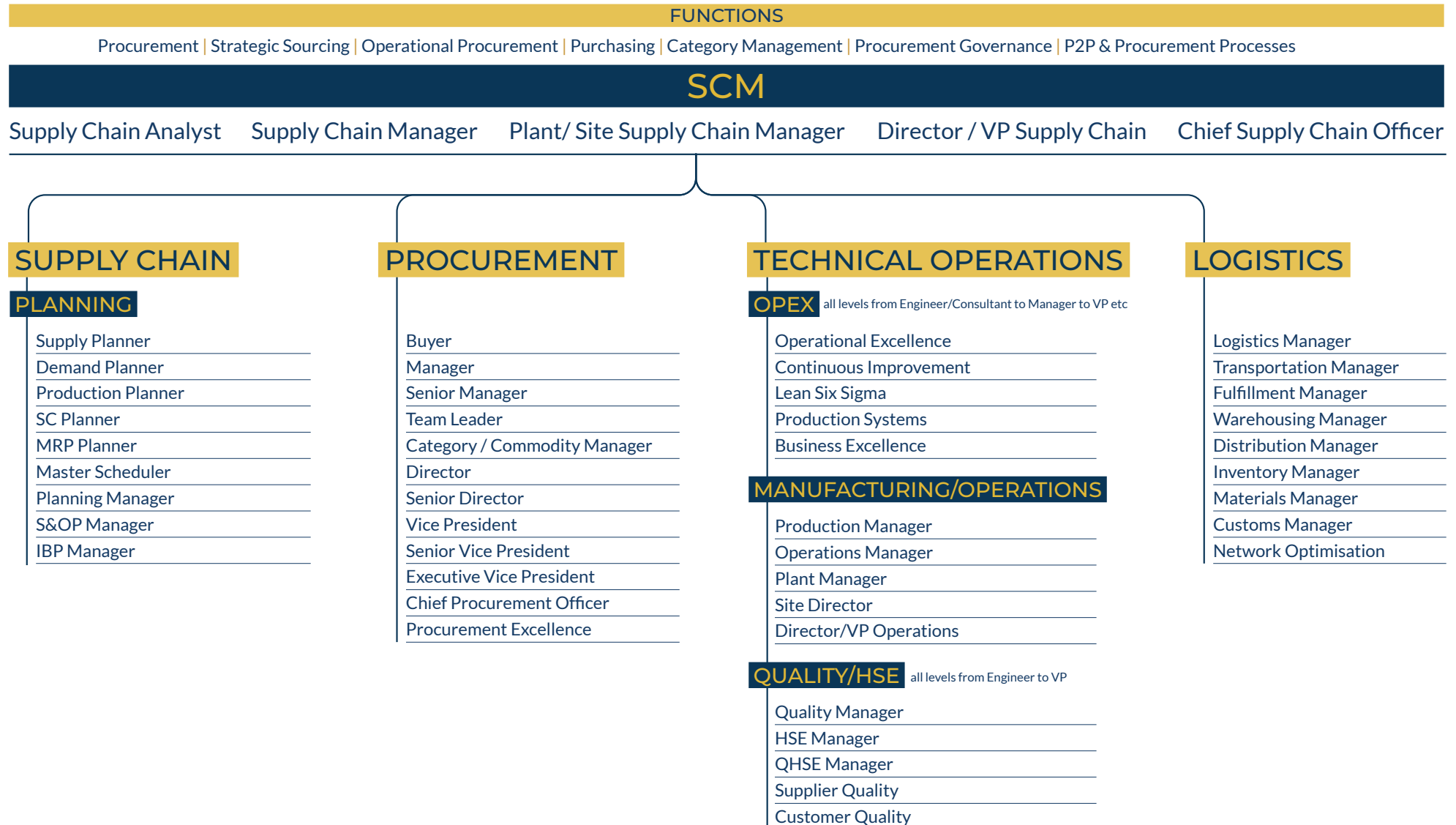
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A Phaidon International brand

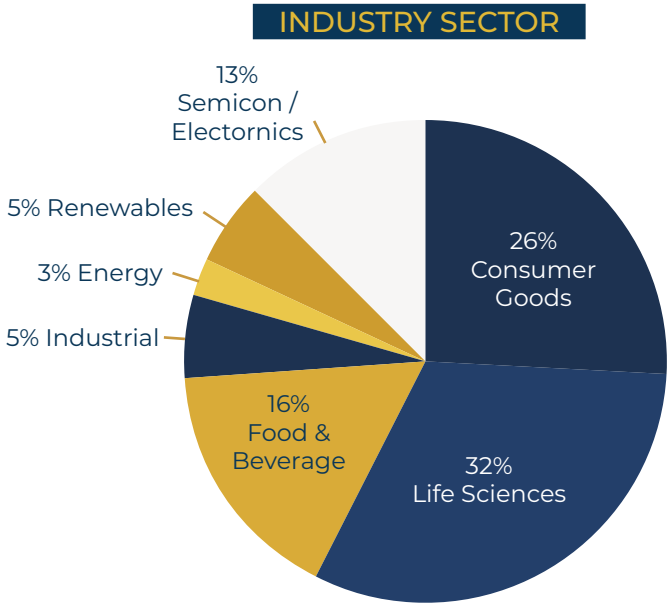
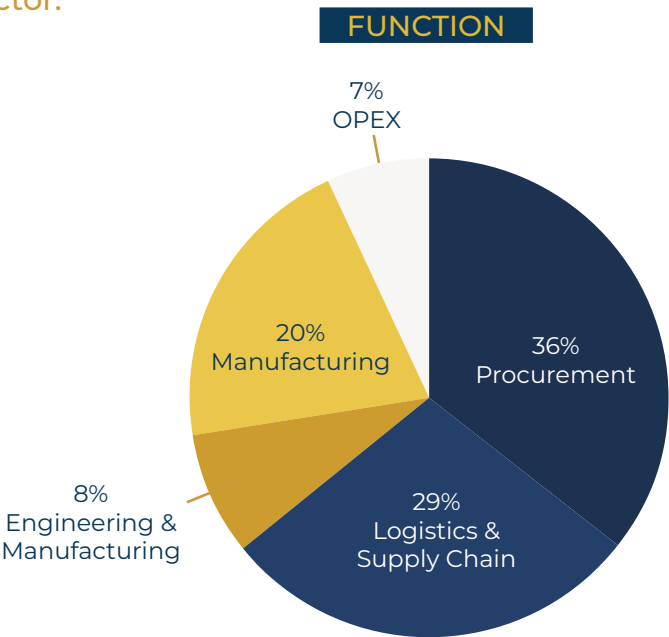
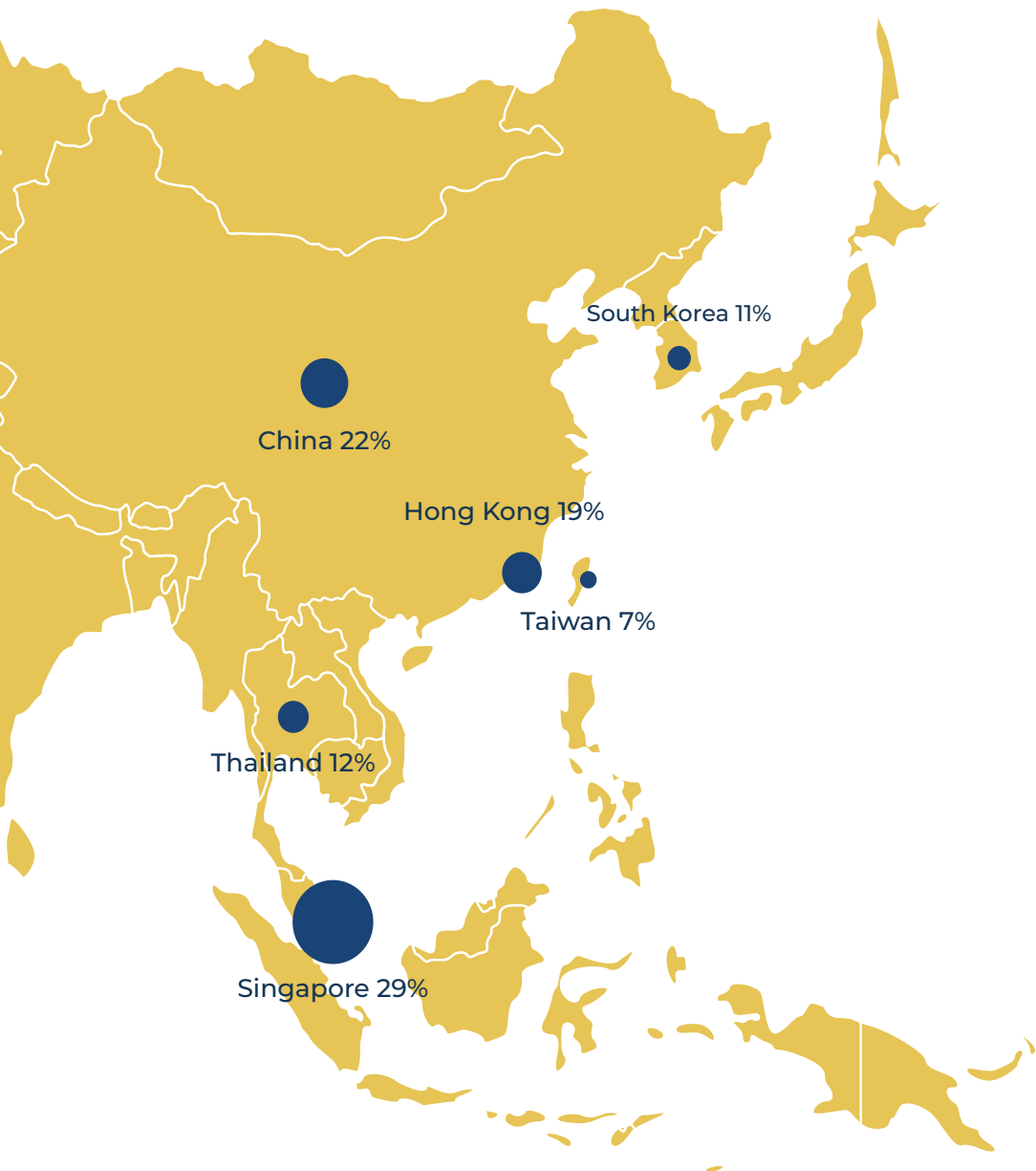
# Supply chain planning, procurement, logistics and distribution

A functional specialist across supply chain planning, procurement, technical operations, logistics and distribution.



# Regional Coverage

Throughout 2021, we helped connect companies with talent across the Asia Pacific. Here are the hires we've made split by region, function and industry sector.





# Logistics & Supply Chain

## THE MARKET

The difficulty in moving and distributing products around the globe remain prevalent in 2022, compounded by the rapid increase in fuel prices for Air Cargo, Shipping and Road Transportation.

Companies are desperately hiring talent who have extensive experience dealing with complex Logistical problems or with deep relationships with Shipping or Freight firms who can negotiate preferential terms for distribution. The most sought after candidates will have leadership capability to run or rebuild supply chain teams that cover key markets in Asia such as China, Thailand, Vietnam, Japan and Korea with demonstrated working relationships across the region.

## OUR EXPERTISE

These are the roles that we help companies hire:

Logistics Manager

Transportation Manager

Fulfillment Manager

Warehousing Manager

Distribution Manager

Inventory Manager

Materials Manager

Customs Manager

Network Optimisation

Supply Planner

Demand Planner

Production Planner

SC Planner

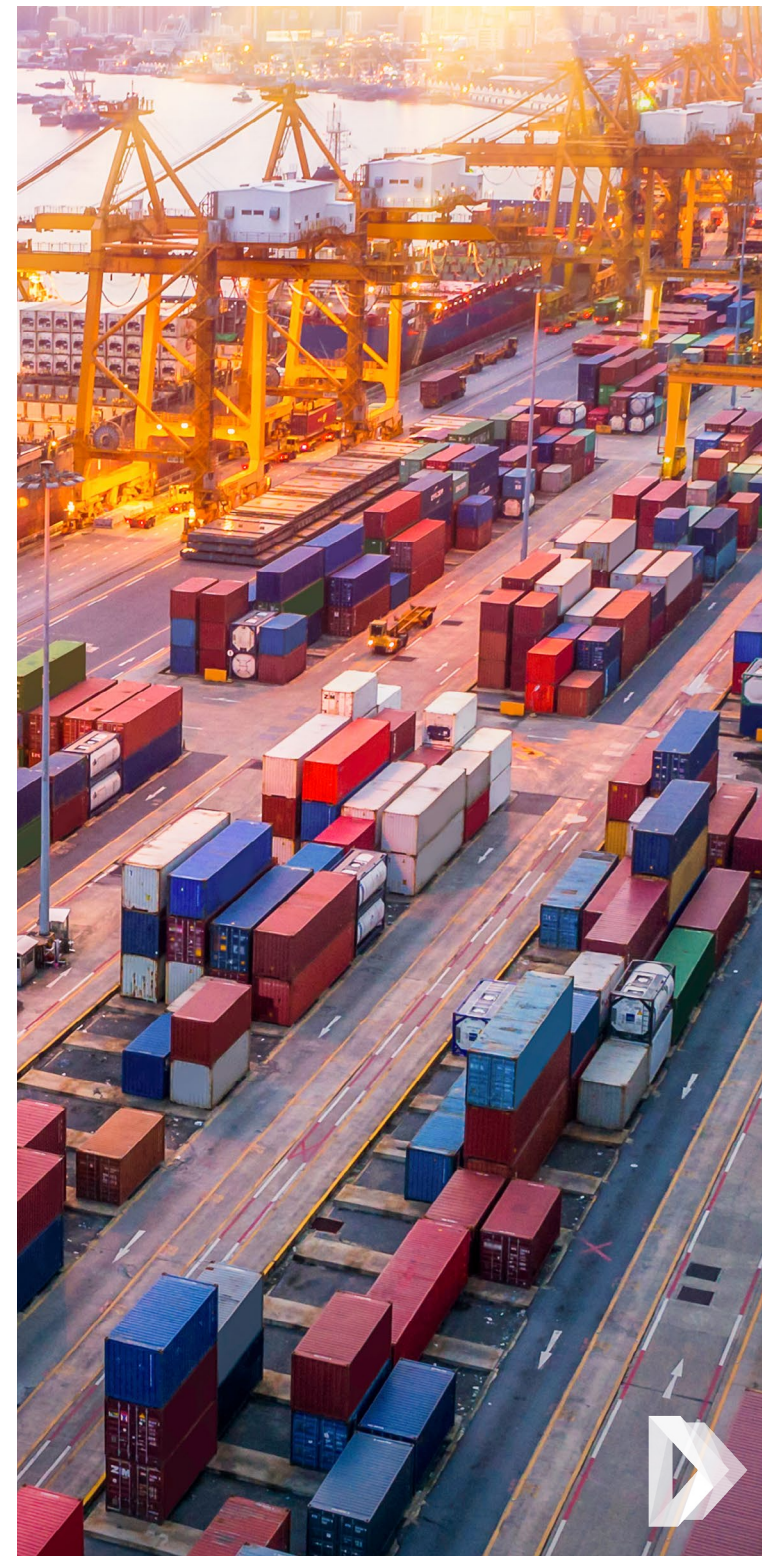
MRP Planner

Master Scheduler

Planning Manager

S&OP Manager

IBP Manager



# Procurement

## THE MARKET

With Demand continuing to outstrip Supply for a number of Consumer Goods, Electronics and Food Products combined with a spike in Commodity costs, inflation is front of everyone's mind and effective Procurement teams will therefore remain a critical success factor for businesses to remain competitive in 2022.

Candidates with demonstrated experience developing Supplier Relationships from scratch across a range of categories are the most in demand. The majority of our clients are seeking Senior talent who are self sufficient and able to manage Asia Pacific/Global stakeholders independently given the continued restrictions to working environments due to COVID-19.

## OUR EXPERTISE

These are the roles that we help companies to hire:

Buyer

Manager

Senior Manager

Team Leader

Category / Commodity Manager

Director

Senior Director

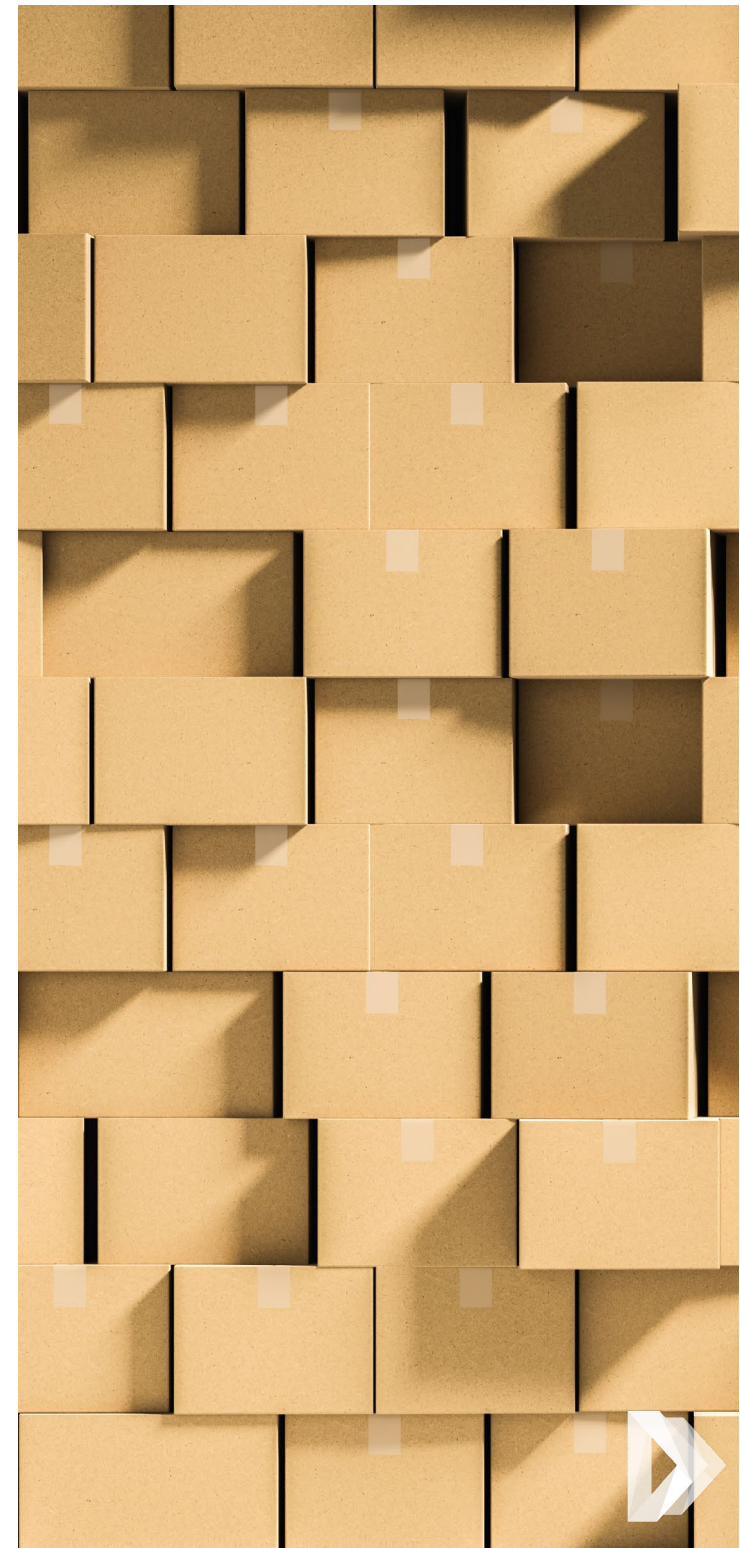
Vice President

Senior Vice President

Executive Vice President

Chief Procurement Officer

Procurement Excellence





# Engineering & Manufacturing

## THE MARKET

As China continues to move its economic foundations away from low-skilled manufacturing towards technologically advanced products such as Aerospace, Electric Vehicles, Robotics and Precision Technologies, there has been a dramatic increase in demand for Senior Engineering & Manufacturing candidates with experience in these sectors as well as Automation, Industry 4.0 and Process Digitalisation.

As the manufacturing of traditional volume products such as textiles, toys and basic consumer goods continue to relocate to Vietnam, Thailand, Indonesia and Philippines, there is demand for candidate's with experience as Site Heads, Factory Leads and Leadership positions in these locations. With travel restrictions being lifted in a number of locations in Asia, we are beginning to see more candidate relocations for hires within this field, which is critical given the limited candidate pool in the region.

## OUR EXPERTISE

These are the roles that we help companies to hire:

Production Manager

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Operations Manager

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Plant Manager

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Site Director

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Director/VP Operations

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Product Engineer

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Sr. Electrical/Mechanical Engineers (across sectors)

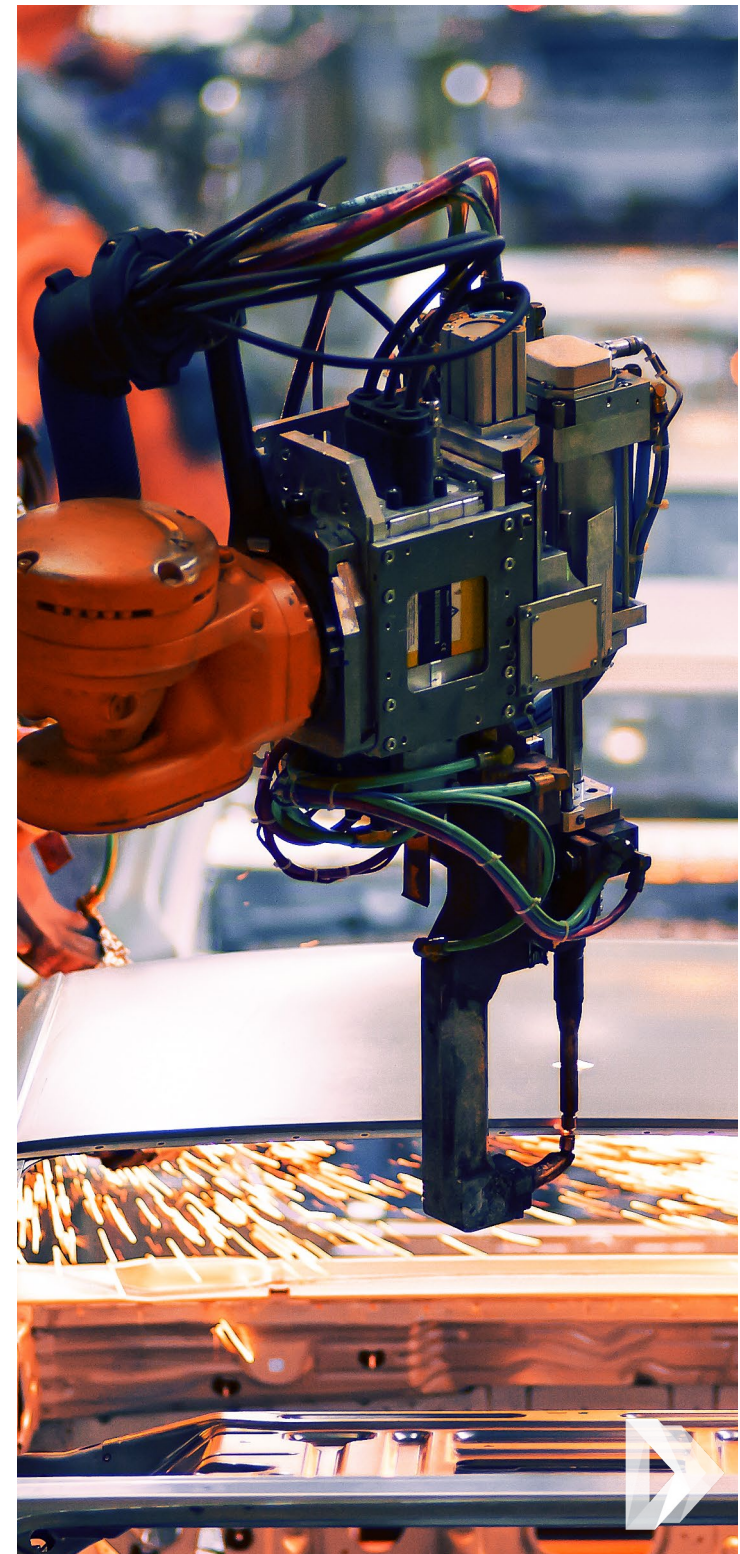
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Head of Engineering / Engineering Lead

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Design Engineering

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# Operational Excellence

## THE MARKET

Traditionally, majority of the operational excellence needs tend to lean towards the manufacturing function, considering the nature and continuous improvement processes of manufacturing focused sectors. However, this focus is now shifting with increased demand not just within the manufacturing excellence piece of OPEX but also cutting across the entire value chain in supply chain as companies look to build efficiency within the operational and commercial functions of their business.

No doubt, the ongoing pandemic has played a massive role in influencing this trend as companies look to adapt to changing needs, new ways of working and global and regional restrictions. Industries championing this change include the consumer goods, food production, healthcare, chemicals.

## OUR EXPERTISE

These are the roles that we help companies to hire:

Operational Excellence

Continuous Improvement

Lean Six Sigma

Production Systems

Business Excellence

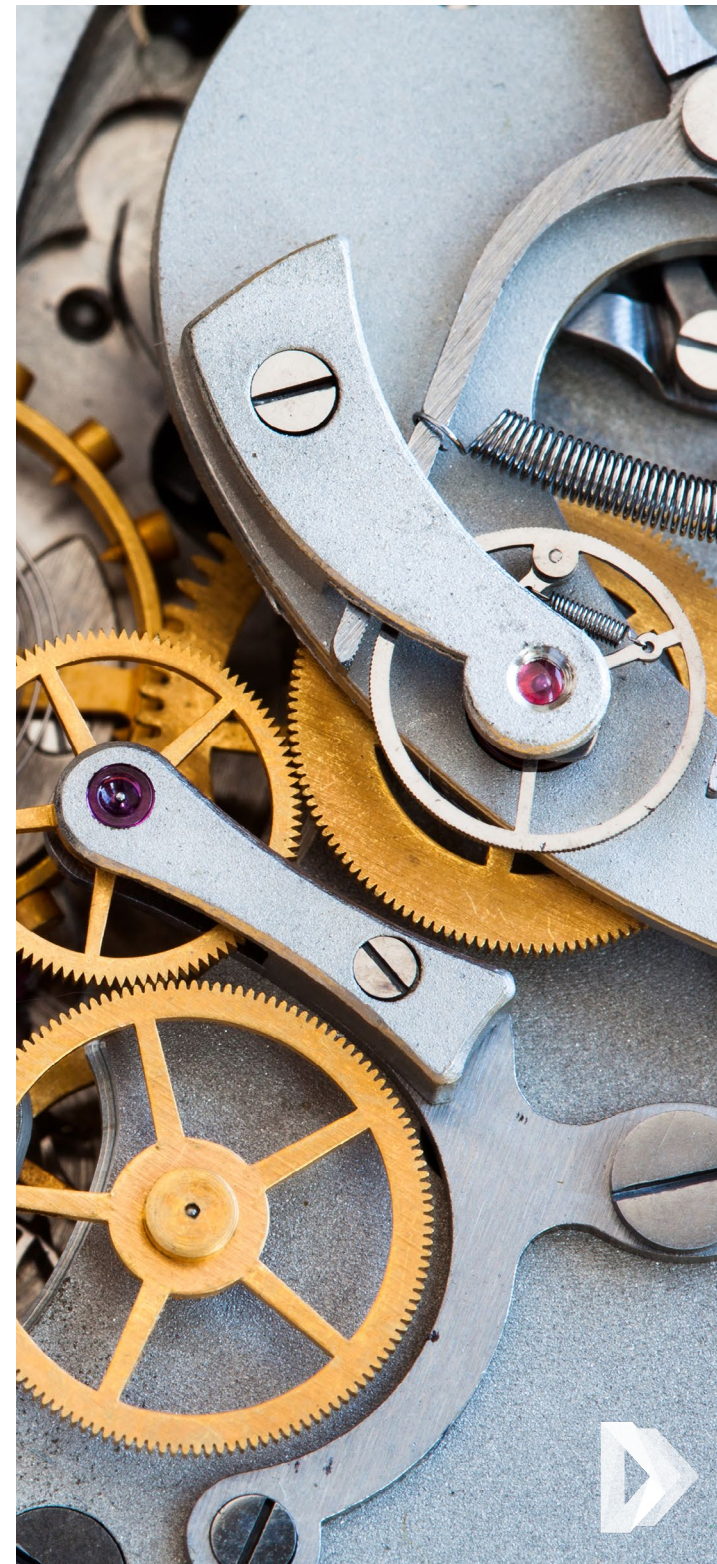
Quality Manager

HSE Manager

QHSE Manager

Supplier Quality

Customer Quality





# Industry Talent Insights

Access our exclusive whitepapers and talent insights for the end-to-end supply chain industry.



## Reimagine the Future Through Talent

With a rapidly evolving business climate on the horizon, how can firms be agile, innovative, and sharpen their operational capabilities to remain at the competitive edge of Supply Chains? It begins by reimagining the future through talent. By placing talent at the intersection of business decisions and growth strategies, End-to-End Supply Chain players can better prepare for tomorrow's challenges and change the dial of their success. The definitive guide: 'Reimagine the Future Through Talent' gives a glimpse into the current state of the Asian Pacific Procurement and Supply Chain market and provides a framework for crafting a talent-driven corporation.



## The Asia Recruitment Market Landscape Overview

Following the seismic disruptions of the past 2 years, the Supply Chain and Procurement industry has been provided with an unprecedented opportunity. As many countries across the Asia Pacific are released from the clutches of the global pandemic, businesses can look to strengthen their supply chains and examine operational capacity in order to recalibrate their hiring activity. The Asian Recruitment Market Landscape Review report provides an overview of the current global macroenvironment and the simultaneous impacts to talent management within the Procurement and Supply Chain function, coupled with key market observations and strategic hiring advice on how to attract and retain mission-critical talent in the new world we co-exist in.



## Global Job Confidence Index 2021

The unsuspecting world health crisis certainly gripped Supply Chain verticals. The annual DSJ Global Job Confidence Index 2021 surveyed a far-ranging sectorial web of over 1,000 Supply Chain and Procurement professionals. The index captures the beating heartbeat of the labour market, their confidence in the economy, finding or retaining a job, compensation and bonus, flexible working models, and whether the bull-bear factors in employment have changed.



## Contact us



**Jamie Thorpe**  
Executive Director, Head of APAC, DSJ Global  
✉ [Jamie.Thorpe@dsjglobal.com](mailto:Jamie.Thorpe@dsjglobal.com)  
☎ +852 3008 0357



**Patrick Ogwu**  
Principal Consultant, Head of Manufacturing & OPEX  
✉ [Patrick.Ogwu@dsjglobal.com](mailto:Patrick.Ogwu@dsjglobal.com)  
☎ +852 3008 1203



**Malika Lindstrom**  
Senior Consultant, Head of Engineering  
✉ [Malika.Lindstrom@dsjglobal.com](mailto:Malika.Lindstrom@dsjglobal.com)  
☎ +852 3008 0354



**Dorothy Hsu**  
Consultant  
✉ [Dorothy.Wu@dsjglobal.com](mailto:Dorothy.Wu@dsjglobal.com)  
☎ +852 3008 0356



**Jerome Quek**  
Vice President, Head of Southeast Asia, DSJ Global  
✉ [Jerome.Quek@dsjglobal.com](mailto:Jerome.Quek@dsjglobal.com)  
☎ +65 3165 1441



**Maxcy Koh**  
Consultant, Procurement & Supply Chain  
✉ [Maxcy.Koh@dsjglobal.com](mailto:Maxcy.Koh@dsjglobal.com)  
☎ +65 3158 6988



**Valerie Yeo**  
Consultant  
✉ [Valerie.Yeo@dsjglobal.com](mailto:Valerie.Yeo@dsjglobal.com)  
☎ +65 3158 6681



**Kylssa Chong**  
Consultant  
✉ [Klyssa.Chong@dsjglobal.com](mailto:Klyssa.Chong@dsjglobal.com)  
☎ +65 3158 6191