



Morten Carstensen

Entrepreneur and Business Owner

mortencarstensen1@gmail.com

1 Repollo St, La Finca, 4217 Lipa City, Batangas, Philippines

Tel +63 9178220921

I am a driven professional with extensive experience in various industries including shipping, agriculture, handicraft, construction and dental. I have lived in The Philippines for 20 years and have an extensive network across the various industries. Having worked in corporate in the past and started up several companies in the Philippines I am flexible and confident in my approach in business. My achievements show that I am a dedicated and hard-working person who can work alone as well as being a team leader

Experience

Founder and Owner, Doc's Candles Lipa, Batangas, January 1999 - Present (16 years)

Doc's Candles is my own company which I founded with my wife in 1997 here in Lipa City, Batangas. The main business is to manufacture high quality candles for the export market and local consumption. Clients abroad include Pottery Barn, Crate & Barrel USA and Kaheku in Germany. I handle the company's P&L and negotiate designs, prices and concepts with buyers here and abroad.

In 2000-2005 I established over 20 stores and 10 franchises locally as well as handled sales over \$ 500,000 in export yearly.

I am used to dealing with buyers of different nationality as well as negotiating with Asian suppliers. As a part of diversifying I have helped a Kuwaiti candle manufacturing company with their start up in 2014/2015. That involved technology transfer, production and designs support as well sending of manpower to Kuwait.

Consulting Partner, Miwa Management Consultants Makati, Philippines. May 2010 - present

MIWA assists companies to achieve their goals in terms of sourcing or finding the right partners, and can also provide alternative business models adapted to the particulars of the country. Approaching a new country requires adaptability and a solid strategy to properly position your products or services.

Through MIWA I have been exposed to many different companies and industries including renewable energy, import of plastic products and others.

Sales & Marketing Manager, CMI Consultants Inc, Makati, Philippines April 2015 - present

CMI is a construction company specialized in importation and construction of prefabricated warehouses. I handle sales as well as act as client representative on site. My first contract was a 1000 sqm warehouse for Aboitiz Power which is being built in November 2015.

Plan for 2016 is to push the prefabricated technology from China in the residential housing market.

Partner/Co-founder, B&V Cocolink Agribusiness Enterprises

Antipolo, Philippines

January 2015 – present

The business of B&V Cocolink was initially to supply fresh young coconut to French/Filipino company Eau de Coco in Lima Technology Center in Lipa. The fresh young coconuts supply contract was at 10,000 pcs per day and we spent months in Bicol and Quezon discussing with farmers and their cooperatives on how to harvest and do trucking up to the plant. During this time I got my baptism of fire in the world of agricultural industry in The Philippines and through thousands of hours in the jungle and on the road came to realize how poor and underdeveloped this country is. You do not have to drive much more than 1 hour East of Manila and people have no water and the average household income is USD 2/day/person. The plant opening was delayed and had many problems so we are looking at using our knowledge to different use. We have been approached for biomass sourcing of coconut husks by Aboitiz Power who is setting up a 9 MW biomass and bio-methane plant in Batangas.

Owner/founder, The Candlelight Café

Lipa, Philippines

November 2011 – present

My wife and I opened a café serving food and drinks in Lipa in 2011. It is an artistically decorated place that serves as a good stopover for many people as it is along the busy highway. We are doing fine there now but has taken a long time to get our presence known.

We opened up another branch of The Candlelight Café November 1, 2015 in downtown Lipa.

Fonder and director, Batangas Coco Inc.,

San Juan, Batangas, Philippines

August 2012 – January 2014

Batangas Coco Export is an agricultural plant which processed waste material from coconuts into export products. The coconut husks are a waste product and they are crushed in a decorticating machined and then turned into coco fiber and coco peat. I set up the company in San Juan, Batangas and subsequently bought all machineries and hired staff with my Danish partner. We ran production for only 8 months until there was a coconut infestation to hit Batangas which forced us to close the factory due to high logistics and raw material cost. In the end we were processing around 10mt of coconut husk per day equivalent of 3mt coco fiber which was exported to China by containers. This venture gave me insight into the agricultural wastestream available and as a future source for renewable energy. I still have 1 hectare of land for the factory, however the factory has been dismantled.

Managing Director, Deco Candles

Lipa City, Batangas, Philippines

May 2010 - January 2013 (2 years 9 months)

Deco Candles supplied all the candles for the French high-end branch Point A La Ligne located in Bordeaux, France. Here I set up the factory after a devastating fire end of 2010 and managed to hit target production. Deco Candles Inc employed 200 workers, most direct and had a turnover of over € 1 mil yearly. I also found new customers in Japan, Germany, USA and Denmark along the way to support good growth. I was in charge hands-on with production, R&D, sales and HR in this company.

Owner/Founder, The Viking Dental Clinic

Alabang, Philippines

January 2006 – April 2007

After working in the dental sales business for 1.5 year I found it prudent to set up my own dental clinic in Alabang. I hired 3 dentists and dental assistants and did promotion for the clinic through various media. Sales improved fast however it was not sustainable due to various issues with the dentists I hired. I decided to close it and move on.

Owner/Founder, Aproxi Philippines Inc.

Makati, Philippines

January 2005 – November 2006.

Aproxi Philippines was engaged in sales and distribution of customized dental inlays from Denmark. The inlays were a pre-cured product that decreased the dentists time in dealing with basic restorations. I had 3 dentists hired as consultants and a sales staff of 10 in the office in Makati. This company is now closed.

Project Sales Manager, All Systems Transport

Paranaque, Philippines

January 2000 - January 2001

All System Transport is a large Filipino-owned freight forwarding company in Manila. I was in charge of special projects such as barges, bulk airfreight, heavy lift cargo to and from the Philippines. This gave me the chance to deal with some of the top 100 companies in The Philippines and good operational experience in the different provinces.

Shipbroker/ Chartering Assistant, Inter Asia Marine Transport

Makati, Philippines

January 1999 - January 2000

Here I was engaged in Shipbroking and chartering of vessels within the Asia Pacific. I was working hand in hand with English management of the import chartering of vessels to clients such as San Miguel, National Steel Corp, Pure Foods etc. I was in charge of chartering vessels with cargoes 5-10.000 mt in and out of The Philippines. Being very different from the forwarding industry I had to attend many seminars and read up on the chartering and international brokering laws.

Sales Manager at Jumbo Shipping (now DSV Transport A/S)

Paranaque, Philippines

January 1995 - January 1999

Freight Forwarding company. My first job in the Philippines. Here I was hired as the Sales Manager and later promoted to Assistant General Manager. I started the brokerage department (Customs Clearance) and handled all large accounts. We tripled our revenue during my stay but I had to leave since the company was being sold to DSV Transport in Denmark.

Project Coordinator at DanTransport Holding A/S (now DSV Transport A/S)

Glostrup, Denmark

August 1993 - August 1995

Here I worked on special FL Smidth projects from Denmark to South East Asia. Receiving agents were Jumbo Shipping offices in that region. My role was to organize entire transport from pick up to delivered on site in Manila, Jakarta or Singapore. This involved air and seafreight shipments worldwide. As a part of the special FL Smidth projects I also got to travel to and deal with agents abroad.

Logistics Coordinator, Otis Elevator UK Ltd

London, UK

August 1992 - August 1993 (1 year 1 month)

At Otis I was handling the importation of elevator spare-parts from France as well as domestic trucking from the Liverpool factory. I spent 3 months in Liverpool and 10 months in the head office in London. I also assisted the R&D Manager in database projects and presentations on field cost optimization.

Volunteer Experience

Co-founder, Lipeno Youth Art Club

1997 - Present (18 years)

We help find sponsors overseas and locally to support indigent children through school. Together with my wife, Marichu Carstensen, we have lead this foundation privately for 15 years along with my support. We also hold art workshops twice a year so the children can earn money by selling their paintings.

Co founder/ partner, Flight of Hope Leyte

Philippines January 2014 - Present

Flight of Hope was initially a rushed medical relief trip with 8 doctors and 7 mountaineers to help the effected people of Leyte after the typhoon Yolanda had struck in October 2014. We have been there 3 times to help with school building, taught livelihood programs and assisted in fertilizing their rice fields

Languages spoken:

Filipino working proficiency

English Native

Danish Native

Interests

Seeing sights and being with my family. I also like to jog, bike and swim when time permits. I am very interested in renewable energies and follow this online and through my network.

Education

Copenhagen Business School

Bachelor's degree, Business Administration and Management, General, 1989 - 1992

Personal :

Married with Marichu L. Carstensen who we have a lovely 13 year-old daughter with. Residence in Lipa City, Batangas, Philippines