

RADJESH PARBHOE



ENERGY TRADING EXECUTIVE

CONTACT

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EXECUTIVE PROFILE

Commercially focused executive with broad leadership experience relevant to the international purchase, sale and distribution of energy commodities and related products.

CORE EXPERTISE

- Commodity procurement
- B2B sales & negotiation
- Contract management
- Supplier relationships
- Logistics coordination
- Commercial risk control
- Stakeholder management

Executive Profile

Strategic and commercially driven executive with senior leadership experience across the Netherlands and Suriname. Well positioned to lead international buying and selling activities involving oil, diesel, refined fuels and related energy products, with a strong focus on disciplined negotiation, reliable counterparties, sound governance and profitable growth.

Education

MBA IN BUSINESS & FINANCE 09/1990 – 06/1995

University of Amsterdam (UvA), Amsterdam

Professional Experience

CHIEF EXECUTIVE OFFICER Since 12/2012

Turned Netherlands B.V. / Turned Panama S.A.

- Define and execute commercial strategy, corporate objectives and sustainable growth priorities.
- Direct purchasing and sales activities, including supplier selection, customer development and commercial negotiations.
- Review and approve budgets, quotations, purchase and sale contracts, payment terms and commercial agreements.
- Assess market conditions, pricing movements, margins and competitive developments to support sound trading decisions.
- Build and maintain dependable relationships with producers, suppliers, intermediaries, buyers and service providers.
- Coordinate contractual, financial, logistical and administrative processes to support reliable transaction execution.
- Apply appropriate due diligence, counterparty verification, documentation and risk controls to commercial transactions.
- Report company performance, deal progress, strategic direction and market opportunities to shareholders and key stakeholders.

Qualifications

- Substantial experience in senior management, commercial leadership and executive decision-making.
- International exposure, including business environments and organisations across Africa.
- Broad command of procurement, sales, operations and finance, supported by sound knowledge of corporate governance and management best practices.
- Strong commercial judgement with the ability to assess pricing, margins, counterparties, documentation and transaction risks.
- Confident negotiator and communicator, effective under pressure and skilled in prioritisation, coordination and delegation.

RADJESH PARBHOE

EXECUTIVE CURRICULUM VITAE

LEADERSHIP STRENGTHS

- Commercial leadership
- Analytical decision-making
- Deal negotiation
- Counterparty relations
- Risk awareness
- Cross-functional leadership
- International exposure

INDUSTRY EXPOSURE

Oil and refined products
Diesel and related fuels
Energy commodities
International B2B trade
Supply and distribution

Professional Experience — Continued

CHIEF EXECUTIVE OFFICER

La Sierra International N.V., Paramaribo

Provided strategic, operational and commercial leadership, with responsibilities readily transferable to international commodity procurement, sales, distribution and transaction management.

- Prepared the business to respond effectively to changing market conditions, pricing developments and competitive trends.
- Directed commercial planning, operational performance and the timely execution of business commitments.
- Developed annual budgets and commercial targets aligned with the organisation's strategic plan.
- Led operations, techno-commercial activities, strategic planning and multidisciplinary teams.
- Managed cost, capacity, quality and operational resources to protect margins and ensure reliable performance.
- Improved profitability through disciplined planning, commercial control, process optimisation and cost reduction.
- Established management information systems (MIS) to analyse margins, monitor performance and support timely executive decisions.
- Strengthened customer satisfaction through product quality, dependable delivery, clear communication and effective administration.
- Developed employees through training, performance management and the introduction of structured quality and operating standards.
- Maintained close coordination between commercial, operational, financial and marketing functions.

Additional Sector Experience

- International trade in oil, diesel, refined fuels and related energy commodities.
- Business-to-business procurement, sales, contract negotiation and counterparty relationship management.
- Supply-chain coordination, transport, storage, delivery planning and commercial documentation.
- Transferable experience across engineering products, project-based organisations, FMCG and manufacturing environments.

Executive Competencies

- Development and implementation of profitable trading strategies and long-term commercial vision.
- Commercial assessment of prices, margins, volumes, payment terms, delivery conditions and counterparty risk.
- Strong understanding of corporate finance, cash-flow discipline and performance-management principles.
- Contract coordination, due diligence, transaction documentation and compliance awareness.
- Excellent leadership, negotiation, interpersonal and relationship-management skills.