

## **Nanyang MBA Alumni Association**

### **Committee Member for Term 2009-2010**



**Mr Marc Olivier Besserer**  
**Director**  
**Equipment Solutions Group, Asia Pacific**  
**Nalco Pacific Pte Ltd**

Marc graduated with a Master's in Industrial Engineering and Thermodynamics from France Paris-Techno in 1990. After several years in quality, technical and sales, he returned to school to attain his M.B.A. in International Business in 2001. He also completed several executive training programmes, including an M&A (mergers and acquisitions) course through INSEAD in 2005.

Combining his engineering expertise and sales savvy, Marc has worked his way around the globe. He started with Osmonics in 1987 as an Application Engineer, was promoted to District Manager in 1991 and later Sales Manager. In 1995, he started his own company, producing ultra pure and dialysis water via RO and ozone, which he later sold to a large European distributor.

Marc then joined EXFO, a Canadian optical fiber company and headed to Tokyo in 1999 to establish their office and subsequently take on Country Manager roles for Japan, Korea, Taiwan and Australia.

Strongly concerned with environmental issues, Marc was excited to join Nalco in April 2007. As President of Gabon's inaugural Rotaract club, he was instrumental in raising environmental awareness and working to reduce pollution in West Africa. "It's great to be with Nalco when environment is a world priority. Working in this field, we can really make a positive contribution."

Marc's vision is to provide Nalco's key accounts with full water life cycle treatment service and solutions. His goal is for Nalco engineering to become a cost effective, value adding business unit. Believing in leading by example and sharing knowledge, he intends to create a learning culture. He envisions a career path where junior engineers can eventually join Nalco's equipment design council.

To Marc, speed is critical, so his approach is to get the facts, ask questions, work out a solution with the team, and implement it.

A keen endurance athlete, Marc has competed in several marathons and two triathlons. He and his fashion-designer wife are extremely proud of their two boys, aged 2 and 4, who are already tri-lingual! He loves to travel with his family and enjoys good food and wine (he is French, after all). Other interests include, squash, chess, musicals, and jazz.