



VAN DEN BOSCH.com

THE SUPPLY CHANGER IN BULK

Meet Sean Bintley

Sean Bintley is our Area Sales Manager at our branch based in Dubai. He was born and raised in South Africa and has been living in Dubai for about five years now. The switch was a bit challenging at first but he now feels completely at home. He has more than 9 years of experience in the transport and logistics sector and is always looking to improve his knowledge to create better solutions within the market. “Despite the diversity and various cultures of each region I focus on, I have successfully introduced a systematic framework in developing bulk liquids within my regions”, Bintley explains.

The areas Bintley focuses on are quite diverse: Southeast Asia, India-Subcontinent and South America, with the exception of Brazil. “Even though that these regions are out of my comfort zone, I’ve taken it on with full ownership and focus. I am always striving for success and see it as a challenge and opportunity for self-development”, says Bintley accordingly.

The Area Sales manager has his own strategy in order to reach the company and personal goals: “My strategy involves development of a diversified portfolio of multiple sectors in the liquid bulk industry, targeting various food & beverage manufacturers, traders and distributors, across the different regions. More importantly, I aim to prioritise trade connecting Africa, which is at our core, to my focus areas, with an emphasis on Supply Changer opportunities. Meaning ‘supply changing’ from traditional methods into sustainable effective method via ISO tanks.”

However, Bintley also encounters challenges revolving the market-driven nature of India and subcontinent regions. “Although we notice there is little to no room for negotiations, there is a gap for quality operators, like Van den Bosch, to offer effective transport solutions into the right lanes. At this moment I am in the process of successfully ‘supply changing’ to multiple ethanol and glucose shippers transport methods from India-Subcontinent towards Africa. We are able to do this due to our investment in Africa and the knowledge of our trusted partners in the regions. In addition to this, we also link imports of food-grade cargo from trading partners in Asia and other source locations.”

We look forward to keep developing our ‘Supply Changer in Bulk’ brand in these markets and further expanding our partnerships.

Would you like to ‘Supply Change’ your transport and logistics methods? Our team of experts are ready for you. Contact us on dmcc-sales@vandenbosch.com or fill out your e-mail below this page.

