



Friedhelm Best

Interim Manager | Singapore

Mission

Supporting Mittelstand in achieving success in Asia Pacific with interim management, efficient operations, and cultural understanding.

Interim Management Services

01

Tailored for SMEs / Mittelstand

My interim management service is designed specifically for SMEs/Mittelstand companies operating in Asia Pacific, addressing their unique challenges.

02

Solving Critical Challenges

I resolve issues like leadership vacancies, growth initiatives, turnarounds, and transformations with proven expertise.

03

Trusted Regional Expertise

With deep regional knowledge and a strong network, I ensure smooth transitions and sustainable growth.

A decorative geometric line art element in the bottom left corner, consisting of interconnected lines forming a star-like shape.

Empowering Growth with Global Expertise

Friedhelm Best

Founder & Interim Manager



About Me

I began my career in German family-owned Mittelstand companies, balancing roles in headquarters and subsidiaries. While I admired their innovation and mission, I encountered challenges such as internal politics and misalignments between corporate strategy and local market needs. These experiences shaped my ability to bridge cultural and operational gaps.

In subsidiaries across Europe and Asia-Pacific, I drove local growth by empowering teams, entering new markets, and leading digital transformation. I learned how to align regional organizations with corporate goals, overcoming barriers that hinder performance.

Now based in Singapore as the founder of BEST-inter, I help German Mittelstand companies succeed in Asia-Pacific. I specialize in interim management, providing solutions that drive operational excellence, cultural alignment, and strategic clarity.

Contact



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Skills

- Management & Leadership
- International Business
- General Management
- Business Development & Strategy
- Change Management
- Talent Development

Work Experience

Founder & Interim Manager

BEST-inter APAC Pte Ltd, Singapore

Dec 2024 -
Current

Best-inter enables German Mittelstand to succeed in Asia Pacific through trusted interim management, operational excellence and cultural alignment.

Vice President Region Asia Pacific

HIMA Asia Pacific Pte Ltd, Singapore

Aug 2016 -
Nov 2024

The HIMA Group is the world's leading provider of safety-related automation solutions for the process and railway industries, and offers safety technology as well as consulting, engineering, services and training. The family company employs around 950 people and recorded an order intake of EUR 156 million in 2022.

Managing Director for three subsidiaries and two branch-offices in the Asia-Pacific region. Developed and implemented region-wide strategies, improved processes and developed a KPI-driven organization. Responsible for more than 80 employees and sales of more than EUR 20 million.

Key Achievements:

- Regional organization became financially independent and top-tier region in terms of working capital KPIs.
- Entry into profitable rail market in APAC, which today accounts for 25% of total business.
- Transformed service business, today accounts for 30% of total business and is most profitable.
- Won and delivered world's first digital solution project for functional safety management in HIMA Group.
- Established marketing in APAC with digital lead generation solutions and a Customer Solutions Center in Singapore.

Volunteering

- May 2018 – Current

Singaporean-German Chamber of Industry and Commerce AHK Singapur

Chairperson of Committee for
Mittelstand + Regional Markets

- Mar 2020 – Mar 2024

Singaporean-German Chamber of Industry and Commerce AHK Singapur

Vice President & Board Member

- Oct 2018 – Nov 2024

IChemE Safety Center, Australia Company Representative

Work Experience

Sales Director Europe & Africa

HIMA Paul Hildebrandt GmbH, Bruhl, Germany

Oct 2011–
Jul 2016

As Managing Director, organized the business of four subsidiaries with more than 70 employees. Developed strategies, business plans and measures to exceed goals:

Key Achievements:

- Doubling business in five years.
- Secured major oil and gas project with execution phase of 9 years and EUR 20 million.

Director Global Key Account Manager Industry

Eaton Industries GmbH, Bonn, Germany
(formerly Moeller GmbH)

Jul 2002 –
Sep 2011

Moeller was a full-service manufacturer of industrial electrical and electronic controls and systems. Moeller had sales of 1.3 billion euros and employed more than 12,000 people when it was acquired by Eaton Corporation. Eaton is a diversified energy management company with 2008 sales of \$15.4 billion and approximately 75,000 employees.

Leading global key account management and expanding business in selected key industries. Developed growth plans and supported target markets together with the local organizations.

Key Achievements:

- Integrated existing key account management in new Eaton Electrical Sector EMEA.
- Successful implementation of OEM program as Project Manager in six European countries.
- Two major projects won in Volkswagen Group with new automation solutions for automotive production

Key Account Manager Automotive Production

HARTING Deutschland GmbH & Co. KG, Minden, Germany

Oct 1996 –
Jun 2002

HARTING is a leading global provider of industrial connectivity, which are used to transmit "data, signals and power" in numerous industrial sectors.

Education

• **Diplom Wirtschaftsingenieur (FH)**
Postgraduate - Industrial Engineering and Management

Sep 1993 –
Jul 1995

University of Applied Science Ostfriesland Emden, Germany
Diploma Thesis at De Montfort University Leicester, UK

• **Diplom Ingenieur (FH) Feinwerktechnik**
Graduate - Precision Engineering

Sep 1989 –
Jan 1993

University of Applied Science Wilhelmshaven
Wilhelmshaven, Germany
Diploma Thesis at Bremer Institut für Angewandte Strahltechnik (BIAS),
Bremen, Germany

Learning & Development

- IMBK – HIMA Leadership Fundamental Training (4 Modules) Sep 2023 – Mar 2024
- TÜV Rheinland – Functional Safety Engineer – Safety Instrumented Systems (ID 7149/13) Aug 2023
- FranklinCovey – Unconscious Bias Jan 2023
- FranklinCovey – Change Management: How to turn Uncertainty into Opportunity Aug 2022
- FranklinCovey – Speed of Trust Apr 2022
- INSEAD Singapore – Leading Business Transformation in Asia Jun 2019
- FranklinCovey – 4 Disciplines of Execution Jan 2017



Singaporean-German Chamber
of Industry and Commerce
Deutsch-Singapurische
Industrie- und Handelskammer



Functional Safety Engineer
Safety Instrumented Systems
ID: 7149 / 13
FSEngineer