

Friedhelm Best

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.

As Interim Manager I help companies succeed in their internationalization journey in Europe and Asia. I specialize in interim management, providing solutions that drive operational, as well as sales excellence, and strategic clarity.

Work Experience

Partner

Asia-Connect Executive Partners Pte Ltd, Singapur

Sep 2025 -
Aktuell

Asia-Connect provides temporary executive leadership, project execution, and cross-border transformation in Asia through seasoned, experienced, results-driven executives.

Founder & Interim Manager

BEST-inter APAC Pte Ltd, Singapur

Dec 2024 -
Current

Best-inter enables companies to succeed in international business through trusted interim management, operational excellence and cultural alignment.

Vice President Region Asia Pacific

HIMA Asia Pacific Pte Ltd, Singapur

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:

- Established Regional Headquarters in Singapore and a Service & Engineering Hub in Malaysia.
- Transformed the service business, which now accounts for 30% of total revenue and is the most profitable business line.
- Restructured the Service and Engineering organization, increasing local EBIT from 28% to 52%.

Contact

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Skills

- Management & Leadership
- General Management
- International B2B Sales
- Business Development & Strategy
- Change Management
- Restructuring / Transformation

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

Publication

- December 2025

The Rise of BRICS in Artificial Intelligence - How AI will Change the World!

Book - Co-Author | [Amazon](#)



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 with a GACR of 16%.
- Restructuring of a subsidiary from a loss to profitable business of a stable 8% net result.

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.
- Focused sales and marketing activities, along with value-added solutions in logistics and service, led to a 9.1% increase in short-term cross-selling business.

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, Germany
Diploma Thesis at Bremer Institut für Angewandte Strahltechnik (BIAS),
Bremen, Germany

Learning & Development

- Microsoft - Secure AI Bootcamp - Building a Frontier Firm Oct 2025
- Vanderbilt University - Microsoft 365 Copilot for Leaders Oct 2025
- Fractal - Generative AI for Business - A Leaders' Handbook May 2025
- IMBK - HIMA Leadership Fundamental Training (4 Modules) 2023/2024
- 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 Apr 2022
- FranklinCovey - Speed of Trust Aug 2022
- INSEAD Singapore - Leading Business Transformation in Asia Jun 2019
- FranklinCovey - 4 Disciplines of Execution Jan 2017



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Dachgesellschaft Deutsches
Interim Management e.V.