


Harvinder S. Bhabra

+44 (0)7918 961 222 | harvinder.bhabra@gmail.com | 
linkedin.com/in/harvindersbhabra

Profile

Results-driven technical and commercial leader with over 35+ years of international experience in pump systems, process engineering, technical sales and business development across various industrial sectors. Proven record of leading global strategy, driving growth, product portfolio management, and leading cross-functional teams. Recognized for market share expansion, innovative thought leadership and developing technical training programs to empower sales teams and improve customer outcomes.

Core Competencies

- **Strategic & Commercial**
Strategic Growth Planning | Market Analysis | Product Portfolio Management
- **Technical & Industry Expertise**
Slurry Pump Systems | Aftermarket Strategy | Technical Troubleshooting
- **Leadership and Enablement**
Thought Leadership | Proposal & Report writing | Training & Development | Mentoring

Key Achievements

- Delivered 7.5% CAGR in mining at ITT Industries.
- Achieved 9% CAGR in Fertilizers, Metals & Mining at Sulzer Pumps.
- Expanded market share from 12% to 15% at 5.6% CAGR in 4 years at Weir Minerals.
- Authored 10+ technical papers and participated as a panelist at the 2024 Global Energy Transition conference in New York City
- Developed a Training Academy to upskill sales and technical staff resulting in faster onboarding and improved technical competency.

Career Summary

ITT Industries Ltd

Mar 2022 – May 2025

Global Business Development Manager (Mining) / Global Product Manager – Slurry and Axial Flow Pumps

- Drove global and regional strategies to achieve 7.5% CAGR in mining segment.
- Led product portfolio streamlining, localization and sourcing initiatives.
- Developed comprehensive training programs for slurry and process pumps.

Sulzer Pumps Wastewater UK Ltd

Dec 2018 – Mar 2022

Segment Head – Fertilizers, Mining, Metals & Chemicals

- Developed and executed global and regional growth strategies, achieving 9% CAGR.
- Managed business development team and supported product development strategy.
- Launched Segment Training Academy focused on customer processes.

Weir Minerals Europe Ltd**Jan 2004 – Nov 2018***Senior Product Manager Pumps*

- Held regional portfolio responsibility for slurry pumps for Europe and North Africa
- Achieved 5% CAGR over five years
- Participated in global product strategy and M&A support.

Global Product Manager, Mine Dewatering

- Led a global team of fifteen regional product managers for all dewatering products
- Grew global market share from 12% to 15% at 5.6% CAGR
- Delivery of global growth strategies, Product Life Cycle management, and M&A activities

EnviroTech Pumpsystems UK**Oct 1996 – Mar 2000***Commercial & Contracts Manager*

- Led European commercial team managing preparation and delivery of small to large value proposals, order and contract execution and management and customer support.
- Development and maintenance of pumps portfolio.

Burgmann UK Ltd**Mar 1996 – Oct 1996***Commercial Manager*

- Managed UK commercial operations for mechanical seal products.
- Customer support and Frame agreements with OEM's.

EnviroTech Pumpsystems UK**Mar 1993 – Mar 1996***Senior Application Engineer*

- Led application engineering for pump selection, order entry, customer interface, and pricing strategy.
- Development and management of Framework agreement Thames Water for a particular category of equipment.

Biwater Pumps UK**Dec 1988 – Mar 1993***Application Engineer*

- Prepared sealed tender proposals for water/wastewater pump stations in the UK.

Lucas Fluid Power UK**Apr 1986 – Dec 1988***Sales Engineer*

- Provided technical support and proposals for hydraulic pump systems.

Education & Qualifications

- Chartered Institute of Marketing Professional Diploma in Marketing
- Diploma in Mechanical and Production Engineering
- Certificate in Management Studies