

CURRICULUM VITAE

specialist and manager for
Asset Management, Project
Management, Claim
Management, Engineering,
Construction Management,
Branch- / Base Management,
Cost Estimation and Sales
Management



Christian Neufeld

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Curriculum Vitae

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Website <http://www.christian-neufeld.de/>

Personal Information

Date of Birth:	27. September 1964
Nationality:	german
Marital Status:	married, 3 children

Personal Profile

- | | |
|--|---|
| Specialist and managerial skills / experience: | ▪ Asset Management, Sales Management, Site management / Branch management, Project management, Management cost estimation and quotations department, Engineering, Turnaround-Planning / -Management, technical sales and sales management, Construction- and Assembly-Management, |
| Staff management: | ▪ Up to approx. 150 employees at branch, up to approx. 230 employees at Projects |
| Experience in the fields: | ▪ Sales Manager, Project management, Project planning and project engineering, Assembly-coordination, Scheduling / expediting at plant construction and pipeline construction, Plant- and Shutdown-Planning at Plant-Shutdowns / -Turnarounds, Shutdown-Project-Planning and Management, Maintenance project planning of industrial and chemical plants, Plant engineering, Power plants, Paper industry, Refineries, Tank farms, chemical and petrochemical industries, Pharmaceutical-Industry and Food-Industry as well as at machine engineering, Pipeline-Construction and Pipeline-Engineering, Process technology, Chemical plants, Bulk materials plants, Pneumatic conveyor plants |
| State examination technical college: | ▪ State-Certified-Engineer, discipline machine engineering |

Professional Experience

10.2018 – today

BASF SE, Ludwigshafen (AÜG über Tintschl Technik GmbH), Asset Management, Geraniol-Fabrik und Citral-Complex***Asset management / engineering***

Participation in the management of the plant substance and optimization of the plant reliability and availability in accordance with the requirements of the company's production strategy. Technical documentation Creation, modification and maintenance of P&I flow diagrams. Specification, commissioning and acceptance of technical measures for projects and system changes. Operational hub for successful collaboration between production, engineering, Maintenance, assembly and the supporting technical units.

- Participation in updating the operational asset management specifications
- Participation in the management of the plant substance and optimization of the plant reliability and availability in accordance with the requirements of the production strategy
- Planning, project planning, creation of cost estimates for conversions / system changes and new systems of process engineering systems (pipelines / apparatus) taking into account economic efficiency, system safety, environmental protection, official requirements, process engineering, measurement and control technology, technical quality and ergonomics, coordination of processing or Project management including deadline and cost control as well as acceptance of technical measures for projects and system changes
- Operational support of the plant change process
- Operational hub for successful cooperation between production, engineering, maintenance, assembly and the supporting technical units.
- Creation and testing of installation plans, flow diagrams and equipment drawings, supervision of assembly and implementation of functional testing and commissioning, arranging and monitoring of techn. Tests as well as creation, revision and maintenance of system documentation (flow charts, manufacturer certificates, etc.)
- Specification of orders (maintenance, system changes, spare parts) for the procurement of services and material as well as technical
- Assessment of the implementation of special services
- Participation in fault and error analyzes and complex technical tasks as well as in the creation of concepts
- Procurement of special material and special services or in the professional assessment of the implementation of special services
- Scope management for plant shutdowns / turnarounds
- Participation in repair, maintenance and ordering processes as well as their processing in SAP
- Application of the BASF regulations and BASF expertise
- Drafting and editing of process engineering P&I flow diagrams and coordination of process engineering designs of machines, apparatus, pipelines and mechanical safety devices
- Review of safety devices (design scenarios of safety valves, recalculation of safety valves)
- Familiar use of design and calculation programs (e.g. AutoCAD, Corel Designer, VISIO, CONVAL, SIVENT) and 3D viewers as well as SAP R3 and the latest Office package 365

05.2016 – 09.2018

**TPR Fiberdur GmbH & Co. KG, Aldenhoven,
Sales Director, Sales Manager, Project Manager Glassfiber Reinforced
Plastics, Industry**

Responsible for the areas of industry, plant construction, power plants and chemistry with a focus on sales in Germany, Austria, Switzerland but also worldwide, project management in the D-A-CH and Benelux regions, personnel responsibility for sales staff and project teams, report directly to the managing directors.

Sales / order management

- Employee management of the internal and external sales force as well as management of project teams
- Sales of the products and services of TPR Fiberdur GmbH & Co. KG in its sales area (not exclusively but in particular on GRP pipes, fittings, GRP pipe pools, containers, special components, special mounting systems, prefabrication and assembly services, etc.)
- Project management for calculation, offer and order management
- Project management when handling projects
- Technical and product-specific advice and support for industrial customers
- Support of the existing customer base and expansion of the customer base
- Participation in the design of the product range
- Collecting and passing on relevant information from customer meetings
- Responsible for customer acquisition (new / existing customers) and public relations
- Responsibility for control and ongoing expansion of the order backlog in the sales area
- Market and competition observation as well as observation of technical trends

Projects / project management

- Kraftanlagen München GmbH (KAM), Moerdijk, GRP-Piping small bore
- Thor GmbH Speyer, GRP chemical exhaust line (pipe bridges) DN 250 - DN 600

general tasks and responsibilities

- Leadership responsibility
- Participation in projects and specialist groups
- Information of the management
- Technical responsibility and project management
- Monitoring and organization of the departments, sub-suppliers, work contract and AÜG partners and external specialist planners

04.2013 – 04.2016

Babcock Industry and Power GmbH, Oberhausen,
Site-Manager / Branch-Manager, BASF SE, Ludwigshafen (04.2013 – 04.2016)
Head of Cost Estimation and Quotation Department (10.2011 – 03.2013)

Responsible for the Key Account BASF SE Ludwigshafen and Lampertheim up to approx. 150 employees

Organisation / Quality / Safety

- Responsibility for the Total-Organisation und the operation of the branch BASF
- Administrative Total-Responsibility bases BASF Ludwigshafen and Lampertheim
- Responsibility for the guarantee of the optimal Quality
- Guarantee of the optimal internal and external communication
- Costs- and profit responsibility
- Responsibility of the guarantee of Controlling- und Rapport-System
- Responsibility of documentation, data protection and Statistics

Staff

- determination of personnel requirements
- staff management, manpower planning, staff exemption
- management, promotion and assessment of employees
- Promotion and coordination of education and training
- Definition of recruitment channel
- cooperation with companies in the supply of temporary workers
- interviews lead
- Selection for recruitment of new employees

Order Management

- Responsible for customer acquisition and Public Relations
- control of cost estimation and processing quotations
- responsibility and control business backlog
- implementation of manpower marketing concept

Special-Projects / Projectmanagement

- Fluor / BASF - TDI Complex, Subproject, HVAC Area 821 / 812

General Tasks and Responsibilities

- Managerial responsibility (overhead up to approx. 20 employees / assembly staff up to approx. 130 workers)
- Contact person for the works council
- Responsible for cooperation and contacts BASF specialists departments and operations
- Responsible for the promotion of cost-conscious thinking and acting on the bases Ludwigshafen and Lampertheim
- Involvement at projects and professional groups
- Information of the executive board
- Compliance with the regulations of data protection
- Technical responsibility and project management
- Monitoring and organization of the departments, subcontractors, contract for work- and AÜG- partners and external specialist planners

Head of Calculation and Quotation Department

- Head of the Department cost estimation and quotation management with leadership responsibility for approx. 10 employees
- Personnel management and development of staff qualifications
- responsibility for daily operations and development of the department
- creation of guidelines for the calculation
- Workload planning and scheduling for the preparation of offers

- Definition of basic and special offer contents in coordination with the company management, the branch offices and technical sales and distribution
 - Participate in site visits to detect the installation complications- and safety requirements.
 - Clarification of specific commercial issues such as cost development, financing, pricing, etc. with the commercial order processing.
 - Monitoring the preparation of the complete offer preparation with all necessary documents, in particular the time schedules and management plans.
 - Offer meetings with the client and conduct of customer negotiation rounds
 - After receipt of order participation in the Kick-off meeting of the project, and project accompanying monitoring of large major projects
 - Significant participation in cooperation with the purchasing department at procurement discussions of third party trades and major subcontractors on the project.
 - Monitoring the budgets for the specialist departments
 - Coordination of activities with technical sales department, product management, service and branch offices
 - Optimization of internal processes
 - Structuring and optimization of IT in collaboration with the IT-Department
 - Organizing and conducting internal training
 - Monitoring of the market, competition and technical trends
 - Development of market penetration
- 11.2010 – 09.2011 **FERCHAU Engineering, Office Frankfurt (for Coperion, Office Offenbach), Projectengineer / Subproject-Manager**
- 05.2010 – 10.2010 **Kiel Montagebau GmbH (BMS / Site BAYER Krefeld Uerdingen), Projectmanager**
- 05.2009 – 04.2010 **Isso GmbH, Ludwigshafen, Projectmanager, Construction-Manager, Cost-Estimator**
- 07.2007 – 04.2009 **HTI Wild KG, Mannheim, Projectmanager, Cost-Estimator**
- 03.2005 – 07.2007 **WESTA Fördertechnik Maschinen- und Gerätebau GmbH, Gölheim Sales-Manager, Sales and Distribution at office work and field sales national and international**
- 07.2001 – 02.2005 **DIW Indumont GmbH, Niederlassung Ludwigshafen (previously imobau Hüther GmbH), Projectmanager plant construction and pipeline construction, national- and international projects**
- 06.1994 – 06.2001 **T+G Anlagenbau GmbH (ehem. PROTEC Industrieanlagen & Fördertechnik GmbH), Waldsee, Projectmanager plant construction and pipeline construction**
- 12.1990 – 05.1994 **imobau Hüther GmbH, Ludwigshafen, Head of cost estimation department plant construction and pipeline construction**
- 01.1990 – 11.1990 **Maro-Bau GmbH, Ludwigshafen, cost-Estimator plant construction and pipeline construction**
- 03.1988 – 12.1989 **HALBERG Maschinenbau GmbH, Ludwigshafen, at first storeroom administrator later Cost-Estimator**
- 06.1985 – 02.1988 **HALBERGERHÜTTE GMBH, Ludwigshafen, Foundry Mechanics**

Stay Abroad

- 09.2009 – 02.2010 **ELECTRABEL NV/SA, Gent, Belgium (for isso GmbH) Project management / construction management**
- On Site Project management and Construction management technical insulation (UMA)

Continuing Education / Vocational Education / School Education

08.1986 – 07.1990	Technical college Technic I Machine Technics, Ludwigshafen, part-time Course (night school, 4 years) <ul style="list-style-type: none"> ▪ Conclusion: State-Certified-Engineer, discipline machine engineering, focus machine engineering (2,4)
09.1982 – 06.1985	Vocational education, HALBERGER-Hütte GmbH, Ludwigshafen <ul style="list-style-type: none"> ▪ Conclusion, Foundry Mechanics
09.1980 – 07.1982	Institute Sigmund (high school / Internat), Schriesheim <ul style="list-style-type: none"> ▪ conclusion, O-Level
07.1974 – 08.1980	Theodor Heuss High School, Ludwigshafen

Additional Qualifications

Foreign Languages:	<ul style="list-style-type: none"> ▪ English business fluent
Computer-Skills:	<ul style="list-style-type: none"> ▪ Expert skills of MS Excel ▪ Very good skills of MS Office 365, MS Teams, MS Access, MS Powerpoint ▪ Very good skills of Lotus Notes, MS Outlook and Novel GroupWise ▪ MS – Project ▪ AutoCAD, VISIO, Corel Designer, NAVIS WORKS (Freedom 3D Viewer) ▪ COMOS, CONVAL, SIVENT ▪ Navision (MS Dynamics) ▪ SAP R3
Trainings / Seminars:	<ul style="list-style-type: none"> ▪ 2016 – TPR Fiberdur, Seminar and Training Bonding Technology ▪ 2016 – TPR Fiberdur, Seminar and Training laminate Technologie ▪ 2015 - TÜV-Rheinland, Training company responsibility of specialised companys according german law “Wasserhaushaltsgesetz (WHG)”, Seminar and final examination ▪ 2012 - TÜV-Rheinland, SHE examination of operational working management staff, SCC rules (Version 2011), Seminar and examination ▪ 2008 - FLOWSERVE GESTRA, Seminar for the extension technical knowledge steam technology ▪ 2008 - GEORG FISCHER, Seminar Plastic-Piping-Systems ▪ 2004 - N&T, Training MS-Projekt ▪ 2002 - ASF THOMAS Training for the assembly, maintenance and testing of ASF THOMAS-Leakage-Indicator-Devices ▪ 1996 - TÜV Nord Akademie, Specialist event, Skilled person for the company responisble person in terms of german law § 19 L “Wasserhaushaltsgesetz (WHG)” Conclusion: Skilled Person § 19 L WHG ▪ 1995 - Mensch und Maschine, Autocad-LT-Seminar ▪ 1993 - GEORG FISCHER, Course for Plastic-Pipeline-Systems Industry ▪ 1991 - IN-Software-Seminar, User 91 ▪ 1990 - RKW-Seminar Assembly-Sites and Construction-Sites effectively managing

Freinsheim, 18. März 2021



Christian Neufeld

Excerpt from projects of the last approx. 20 years

YEAR	PROJECT	ROLE
2016 - 2017	Thor GmbH Speyer, Thor GmbH Speyer, GFRP chemical exhaust pipe (pipe bridges) DN 250 - DN 600	Projectmanager / pipeline construction and engineering
2016 - 2017	Kraftanlagen München (KAM), Moerdijk Power Plant, GRP small bore, Cooling Water, etc.	Projectmanager / pipeline construction and engineering
2015	BASF SE, VT-Rahmenverträge and Projects, BASF LU / MA / Lampertheim	Site Manager / Base Manager
2014 - 2015	BASF / Fluor, TDI-Complex, HVAC-Projekt Phosgen Chamber / MCB Building	Projectmanagement (Site Manager / Base Manager)
2013	BASF SE, Structure of the Base Babcock IP	Site Manager / Base Manager
2012	BASF SE, Firebird TDI pipelines on pipe racks / bridges	Projectmanagement (Site Manager / Base Manager)
2011	Bayer Uerdingen, Turnaround / MDI-Plant (Phosgen Plant)	Turnaround Management
2010-2011	Coperion Offenbach, Ras Al Khair, Aluminium Smelter Saudi Arabia	Projectengineer / Subproject Management
2009-2010	ISSO GmbH / WENDT SIT / Siemens Eneray, Power Plant BFG Gent (Belgium)	Project Manager / Insulation
2004	Paper mill, Stora Enso Maxau, revamp paper machine 6	Project Manager / Piping
2002 - 2003	Boehringer Ingelheim Pharma GmbH, Revamp Synthese A	Project Manager / Piping
2000 - 2001	Daimler Chrysler Aerospace, Revamp assembly hall 14 South	Project Manager / Piping
1998 - 1999	MIDER Refinery Leuna, new construction tank railcars loading unit	Projectengineer / Project Management
1998	Degussa plant Kalscheuren, New construction Perladditiv-Tankfarm	Projectengineer / Project Management
1997	Degussa plant Kalscheuren, New construction Truck loading, Oil	Projectengineer / Project Management

Certificate Overview

Interims - Certificate / References				
Year	Company	Roles / Functions	Attachment	
2016 - 2018	TPR Fiberdur GmbH & Co. KG, Aldenhoven	Sales Director, Sales Manager, Project Manager	attached	
2011 – heute	Babcock Industry and Power GmbH	Site-Manager / Branch-Manager, Head of Cost Estimation and Quotation Department	attached	
2010 – 2011	FERCHAU Engineering, NL Frankfurt (für Coperion, NL Offenbach),	Projectengineer / Subproject-Manager	attached	
2010 – 2010	Kiel Montagebau GmbH (BMS / Werk BAYER Krefeld Uerdingen)	Projectmanager	on request	
2009 – 2010	Isso GmbH, Ludwigshafen	Projectmanager, Construction-Manager, Cost-Estimator	on request	
2007 – 2009	HTI Wild KG, Mannheim	Projectmanager, Cost-Estimator, Technical Sales	on request	
2005 – 2007	WESTA Fördertechnik Maschinen- und Gerätebau GmbH, Göllheim	Sales-Manager, Sales and Distribution at office work and field sales national and international	on request	
2001 – 2005	DIW Indumont GmbH, Branch Ludwigshafen (before imobau Hüther GmbH)	Projectmanager plant construction and pipeline construction, national- and international projects	on request	
1994 – 2001	T+G Anlagenbau GmbH (ehem. PROTEC Industrieanlagen & Fördertechnik GmbH), Waldsee	Projectmanager plant construction and pipeline construction	on request	
1990 – 1994	imobau Hüther GmbH, Ludwigshafen	Head of cost estimation department plant construction and pipeline construction	on request	
1990 – 1990	Maro-Bau GmbH, Ludwigshafen	Cost-Estimator plant construction and pipeline construction	on request	
1988 – 1989	HALBERG Maschinenbau GmbH, Ludwigshafen	first storeroom administrator later Cost-Estimator	on request	
1985 – 1988	HALBERGERHÜTTE GMBH, Ludwigshafen	Foundry Mechanics	on request	
Continuing Education / Education / School Education				
Year	Education Institute / Company	Conclusion	Grade	Attachment
1986 – 1990	Technical college Technic I Machine Technics, Ludwigshafen, part-time Course (night school, 4 years)	State-Certified-Engineer, discipline machine engineering, focus machine engineering	2,4	attached
1982 – 1985	Vocational Training, HALBERGER-Hütte GmbH, Ludwigshafen	Foundry Mechanics		attached
1980 – 1982	Instiute Sigmund (High School / Boarding School), Schriesheim	Graduation: O-Level		on request
1974 – 1980	Theodor Heus High School, Ludwigshafen			on request

Cerfiticates / Certifictes of Attandance		
Year	Education Institute / Company	Attachement
2015	<i>TÜV-Rheinland, Training company responsibility of specialised companys according german law "Wasserhaushaltsgesetz (WHG)", Seminar and final examination</i>	on request
2012	TÜV-Rheinland, SHE examination of operational working management staff, SCC rules (Version 2011), Seminar and examination	on request
2008	FLOWERVE GESTRA, Seminar for the extension technical knowledge steam technology	on request
2008	GEORG FISCHER, Seminar Plastic-Piping-Systems	on request
2004	N&T, Training MS-Project	on request
2002	ASF THOMAS Training for the assembly, maintenance and testing of ASF THOMAS-Leakage-Indicator-Devices	on request
1996	TÜV Nord Akademie, Specialist event, Skilled person for the company responisble person in terms of german law § 19 L "Wasserhaushaltsgesetz (WHG)" Conclusion: Skilled Person § 19 L WHG	on request
1995	Mensch und Maschine, Autocad-LT-Seminar	on request
1993	GEORG FISCHER, Course for Plastic-Pipeline-Systems Industry	on request
1991	IN-Software-Seminar User 91	on request
1990	RKW-Seminar Assembly-Sites and Construction-Sites effectively managing	on request