

**PROJECTMANAGER / CONSTRUCTIONMANAGER,  
PROJECTENGINEER / COST ESTIMATOR / TECHNICAL SALES AND  
DISTRIBUTION**

**1. MY PROFILE**

**First name**

**Age**

**Availability**

**Skills**

- Project planning
- Cost estimation / Tender preparation
- Technical sales and distribution
- Project engineering
- Construction
- Assembly
- QA / QC

**Activity sectors**

- 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
- Quality assurance / Quality control

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## 2. JOB EXPERIENCE (FROM THE MOST RECENT TO THE OLDEST ONE)

<b>Company</b>	Babcock Industry and Power GmbH, Oberhausen		
<b>Job title</b>	Site-Manager / Branch-Manager, BASF SE, Ludwigshafen		
<b>Start date</b>	04.2013	<b>End date</b>	01.2016
<b>Description</b>			
<p><b><u>Context:</u></b></p> <p>Babcock Industry and Power GmbH offers all the expertise, excellence, quality and innovation combined with utmost health and safety at work you would expect from a leading specialist in international piping and plant construction. This applies as much to maintenance and repair as to revamping, extension and new installations in Germany or abroad. We have customers in petrochemicals, chemicals, process industry, energy, utilities and power plants. We practise our philosophy - engineering a better future – at the highest level of technical quality for our customers. projects you were involved in, etc.</p> <p><b><u>Scope of work:</u></b></p> <p>Responsible for the Key Account BASF SE Ludwigshafen and Lampertheim up to approx. 150 employees</p> <p><b><i>Organisation / Quality / Safety</i></b></p> <ul style="list-style-type: none"> <li>• Responsibility for the Total-Organisation und the operation of the branch BASF</li> <li>• Administrative Total-Responsibility bases BASF Ludwigshafen and Lampertheim</li> <li>• Responsibility for the guarantee of the optimal Quality</li> <li>• Guarantee of the optimal internal and external communication</li> <li>• Costs- and profit responsibility</li> <li>• Responsibility of the guarantee of Controlling- und Rapport-System</li> <li>• Responsibility of documentation, data protection and Statistics</li> </ul> <p><b><i>Staff</i></b></p> <ul style="list-style-type: none"> <li>• determination of personnel requirements</li> <li>• staff management, manpower planning, staff exemption</li> <li>• management, promotion and assessment of employees</li> <li>• Promotion and coordination of education and training</li> <li>• Definition of recruitment channel</li> <li>• cooperation with companies in the supply of temporary workers</li> <li>• interviews lead</li> <li>• Selection for recruitment of new employees</li> </ul> <p><b><i>Order Management</i></b></p> <ul style="list-style-type: none"> <li>• Responsible for customer acquisition and Public Relations</li> <li>• control of cost estimation and processing quotations</li> </ul>			

- 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

## **Results:**

- Designed to BASF business new
- Cost estimation and tender preparation, TDI Complex Project
- Cost estimation and tender preparation, subproject HVAC TDI Complex project with final order receipt
- BASF site re-developed and expanded and successfully established in the company
- Significant participation in the cost estimation, tender preparation, ordering, negotiating for BASF Framework Agreement VT
- Contract award 3-year framework contract BASF VT, start in January 2015

## **Software & standards**

Lotus Notes, MS-Project, MS-Excel, MS-Word, SAP

<b>Company</b>	Babcock Industry and Power GmbH, Oberhausen		
<b>Job title</b>	Head of Cost Estimation and Quotation Department		
<b>Start date</b>	10.2011	<b>End date</b>	03.2013
<b>Description</b>			
<p><b><u>Context:</u></b></p> <p>See before (same company)</p> <p><b><u>Scope of work:</u></b></p> <ul style="list-style-type: none"> <li>• Head of the Department cost estimation and quotation management with leadership responsibility for approx. 10 employees</li> <li>• Personnel management and development of staff qualifications</li> <li>• responsibility for daily operations and development of the department</li> <li>• creation of guidelines for the calculation</li> <li>• Workload planning and scheduling for the preparation of offers</li> <li>• Definition of basic and special offer contents in coordination with the company management, the branch offices and technical sales and distribution</li> <li>• Participate in site visits to detect the installation complications- and safety requirements.</li> <li>• Clarification of specific commercial issues such as cost development, financing, pricing, etc. with the commercial order processing.</li> <li>• Monitoring the preparation of the complete offer preparation with all necessary documents, in particular the time schedules and management plans.</li> <li>• Offer meetings with the client and conduct of customer negotiation rounds</li> <li>• After receipt of order participation in the Kick-off meeting of the project, and project accompanying monitoring of large major projects</li> <li>• Significant participation in cooperation with the purchasing department at procurement discussions of third party trades and major subcontractors on the project.</li> <li>• Monitoring the budgets for the specialist departments</li> <li>• Coordination of activities with technical sales department, product management, service and branch offices</li> <li>• Optimization of internal processes</li> <li>• Structuring and optimization of IT in collaboration with the IT-Department</li> <li>• Organizing and conducting internal training</li> <li>• Monitoring of the market, competition and technical trends</li> <li>• Development of market penetration</li> </ul> <p><b><u>Results:</u></b></p> <ul style="list-style-type: none"> <li>• Tendering preparations and contact awards of some Projects, customers like Flour, BASF, EON, OXEA, LyondellBasell, Foster Wheeler, LINDE, ROCHE, Boehringer Ingelheim, etc.</li> <li>• BASF again acquired as a customer</li> </ul>			
<b>Software &amp; standards</b>			
Lotus Notes, MS-Project, MS-Excel, MS-Word, SAP			

<b>Company</b>	FERCHAU Engineering, Office Frankfurt (for Coperion, Office Offenbach)		
<b>Job title</b>	Projectengineer / Subproject-Manager		
<b>Start date</b>	<b>11.2010</b>	<b>End date</b>	<b>09.2011</b>
<b>Description</b>			
<p><b><u>Context:</u></b></p> <p>FERCHAU Global engineering has very quick access to specialised knowledge, human resources and technical resources through global networking with strong partners. In joint projects, work content and interfaces represent a particular challenge. Preferred Supplier for Engineering &amp; Customer Services, FERCHAU has the know-how and the instruments to manage this cooperation successfully.</p> <p><b><u>Scope of work:</u></b></p> <ul style="list-style-type: none"> <li>• Technical responsibility and management of plant subprojects in international plant construction, project RAS AL KHAIR, Saudi Arabia</li> <li>• Ensuring the contractual and trouble-free handling of the subprojects</li> <li>• Monitoring the deadline situation within the remit and the organization of the specialist departments, sub-contractors and external specialist planners</li> <li>• Contribute in all phases of project management in the engineering and support the process design of the turnkey project RAS AL KHAIR</li> <li>• Clarifications to project-related tasks and processing of these issues</li> <li>• Coordination of suppliers and design partners</li> <li>• Support Planning Coordination 3D planning</li> <li>• Coordination subcontractors</li> <li>• Preparation and submission of technical documents, etc. at the customer for approval</li> <li>• Organisation and assistance during technical negotiations</li> <li>• Participation in expediting and execution of approvals at subcontractors manufacturing facilities</li> </ul> <p><b><u>Results:</u></b></p> <ul style="list-style-type: none"> <li>• Subproject management, project RAS AL KHAIR, Saudi Arabia</li> <li>• Design, subcontracts, prefabrication and shipping of dedusting system for air gravity conveyor systems and courtyard silos as well as antisegregation system for all silos successfully managed and completed</li> </ul>			
<b>Software &amp; standards</b>			
Group Wise, MS-Project, MS-Excel, MS-Word, NAVISION / MS-Dynamics, Comos, Navisworks Freedom, AutoCad, Access			

<b>Company</b>	Kiel Montagebau GmbH (BMS / Site BAYER Krefeld Uerdingen)		
<b>Job title</b>	Projectmanager		
<b>Start date</b>	05.2010	<b>End date</b>	10.2010
<b>Description</b>			
<p><b><u>Context:</u></b></p> <p>The Kiel Montagebau GmbH belongs to Kiel Industrial Services AG. Under this now operate a total amount of 15 separate companies, which have established themselves in recent years to international service providers in the industrial services. The business activities of these companies covers the entire life cycle of process plants. The portfolio of the companies follows the complete principle of a comprehensive industrial services with the business areas Engineering - Maintenance - Turnaround - Project. Customers are global companies of the chemical, petrochemical and pharmaceutical industries as well as refineries and power plant operators.</p> <p><b><u>Scope of work:</u></b></p> <ul style="list-style-type: none"> <li>• Project-, Shutdown-, Installation- and Site-Management</li> <li>• QA responsibilities in plant shutdowns and turnaround projects</li> <li>• Technical Customer Support</li> <li>• Monitoring the quality and safety at work</li> <li>• Monitoring the installation / assembly progress and the time schedule</li> <li>• Conducting of acceptance and handover of the plant to the customer</li> </ul> <p><b><u>Results:</u></b></p> <ul style="list-style-type: none"> <li>• QA/QM Turnaround, MDI 2010 project, Site BAYER, Krefeld-Uerdingen</li> <li>• Several tender preparations</li> </ul>			
<b>Software &amp; standards</b>			
Outlook, MS-Project, MS-Excel, MS-Word, Navisworks Freedom, AutoCad , Access			

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## 3. COMPUTER & SOFTWARE SKILLS / NORMATIVE ENVIRONMENT

Tool	Level 1 to 4 (1 low → 4 expert)	Duration of use (in months)
MS-Project	3	120
MS-Excel	4	240
MS-Word	3	240
MS-Access	2	60
MS-Powerpoint	3	120
Lotus Notes	2	120
Outlook	3	120
Group Wise	2	60
COMOS	2	24
SAP	1	36
NAVISION / MS-Dynamics	2	36
Navisworks Freedom	3	36
AutoCad	2	36

## 4. EDUCATION AND LANGUAGES

### Education

YEAR	SCHOOL	DEGREE
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
1982 - 1985	Vocational education, HALBERGER-Hütte GmbH, Ludwigshafen	Foundry Mechanics
1980 - 1982	Institute Sigmund (high school / Internat), Schriesheim	O-Level
1974 - 1980	Theodor Heuss High School, Ludwigshafen	

### Language skills

LANGUAGES	LEVEL*	CERTIFICATES, TRIPS, STAYS, ...
English	Fluent	Belgium, Gent; ELECTRABEL NV/SA

\* Beginner – Intermediate – Fluent – Mother tongue

## 5. Excerpt from projects of the last approx. 20 years

### Projects

YEAR	PROJECT	ROLE
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 Werk Kalscheuren, New construction Perladditiv-Tankfarm	Projectengineer / Project Management
1997	Degussa Werk Kalscheuren, New construction Truck loading, Oil	Projectengineer / Project Management