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## Professional Summary

More than 20 years experience in international industrial B-to-B sales and international business development strategies particularly in the business area of shipbuilding, shipbuilding subcontractors, renewable energy supply and defence.

Various senior management positions in large and medium-size international companies covering shipbuilding, defence technologies, bioengineering and renewable energy power generation.

Subsequent to career in industries top level positions in industry politics as Head of Division Renewable Energies at the German Energy Agency and chairman of Renewable Energies Export Initiative at the Federal Ministry of Economics and Technology (BMWi) in Berlin.

Former Head of Management at the Maritime Cluster Northern Germany (MCN) with focus on strategy development for the maritime industry in northern Germany and networking activities. Establishing transnational business activities and cooperation's within the Interreg Baltic Sea Region Program and with the St. Petersburg maritime cluster. The MCN is funded by the ministries of economic and technology of the five federal coastal states of northern Germany and the corresponding chambers of trade and commerce.

Stressable broad and deep network covering all management levels at all major German capital goods enterprises as well as relevant federal and national administration departments.

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## Relevant Work Experience

2015 – present

### Senior Consultant

JPCS Strategy Consulting and Advisory Service

Developing market-entry strategies for capital goods enterprises.

Generating profit-making sales leads from spare parts to turnkey projects.

Guest Lecturer

University of Applied Science Kiel

Department of International Sales & Purchase Management

2014 – 2015

### Head of Management

Maritime Cluster Northern Germany (MCN)

MCN is the interface between the various players from the worlds of business, academia and politics. MCN creates platforms for dialogue, promotes contacts to other relevant industries and networks, and supports its

members in their efforts to develop ideas, services and products and to establish them in the marketplace.

2012 – 2014

**Head of Division Renewable Energies**

German Energy Agency (dena), Berlin

dena is Germany's centre of expertise for energy efficiency, renewable energy sources and intelligent energy systems. It supports the implementation of the energy transition in politics, business and society. It takes a holistic approach to the energy system and promotes energy generation and use with maximum efficiency, safety, affordability and climate protection – nationally and internationally.

**Chairman of Renewable Energies Export Initiative**

Federal Ministry of Economics and Technology (BMWi), Berlin

The Renewable Energies Export Initiative ("renewables - Made in Germany") supports German companies in the renewable energy sector in their efforts to position themselves successfully in international markets. Extensive information regarding selected international markets, seminars, business trips abroad, assistance with establishing contact with collaborative partners in the respective target country, marketing support, and much more serve small and medium-sized enterprises in particular as start-up assistance for their activities abroad.

2008 – 2012

**Head of Division Plant Engineering & Construction**

Registered Manager

HAASE Energietechnik AG, Neumünster

1992 – 2008

Sales and Business Development

- L3.Communications ELAC Nautik GmbH  
(Naval Acoustics & Navigation Systems)
- Rheinmetall Land Systems GmbH  
(Defence Systems and Sensor Technologies)
- Autoflug Steuerungs- und Sensor Technik GmbH, Kirchheim u. T  
(Naval Technologies & Sensor Technologies)
- bbe Moldaenke GmbH  
Biotechnology & Environmental Monitoring
- DLR Warenhandels GmbH

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**Education**

Degreed Physicist (Dipl.-Phys.)  
Systems Theory & Biophysics

University of Kiel Germany

General qualification of university entrance

Commercial High School Kiel GermanySt.

Michaels's Mount Junior School

Helston Cornwall UK