



Strategic & Visionary International Business Leader

I see & create opportunities .
 I devise the strategy, set the target & determine the path.
 I gather the resources, engage & do truly manage an enthusiastic team.
 I deliver sustainable, scalable growth. I do.

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Strengths: “Visionary Engager”

Strategic: Creative, anticipative strategist of the best path to success & possible obstacles or alternatives.
Ideation: innovative “out-of-the box”, fresh perspectives.
Individualization: See and understand the uniqueness & quality of each individual. Build & lead enthusiastic teams.
Input: Resourceful, inquisitive, knowledgeable, organized.
Positivity: Contagiously enthusiastic, energetic, optimistic.

Value Proposition

I develop your business and make it thrive. I build and manage what will be our team. I deliver.
 I demonstrate success and in-depth expertise in strategic business development and plant management with award-winning growth in diverse global markets and industries. I see the big picture, I spot the different internal and external opportunities, alternative scenarios and anticipate possible obstacles. I devise innovative strategies, take ownership, set the direction and determine the best route forward. As a resourceful, enterprising and cross-cultural and cross-functional team leader, I assemble the resources, engage and lead the winning team. I communicate clearly, enthusiastically and convincingly. I engage proactively and responsibly with customers, staff members and shareholders alike. They know they are taken care of. I fit into multinational matrix organizations.
I deliver sustainable & profitable growth, from start-ups to mature businesses, with full P&L ownership.
 Trilingual: English, German (Native speaker), French (Native speaker). Italian, Spanish : Intermediate.

Experience

UW Business Consultancy | Ft. Worth (since April 2021)
 Self-employed business development consultant
Thyssenkrupp Airport Systems Inc. | Ft. Worth (2016 - 2021)
 Head of Business Development North America
JCI International Ltd | Hong Kong (2014 - 2016)
 VP – Head of Strategy & Int’l Business Development
PowerBrain Rx Ltd | Hong Kong (2012 - 2014)
 Founder & Managing Director
Faiveley Transport S.A. | Paris (1997 - 2011)
 CEO Divisional Business Unit & Managing Director Far East
Decoufle Sarl (Koerber AG Hamburg) | Paris (1995 - 1997)
 Managing Director Far East

Target Industries & Positions

Position/Title:
 M.D. – CEO - Business Unit Director
 G.M./ Sr VP / VP
 VP Int’l Sales Director / N. A. Sales Director
 Int’l / N.A. Head of Business Development
Industries:
 Industrial equipment & services in
 Aerospace | Aviation | Airport | Rail
 Transportation | Logistics | Urban Mobility
 Smart Buildings | Utilities | Renewables
 Water | Solar | Wind

Expertise

- Well rounded business & financial acumen
- Full P&L Ownership
- Sustainable & Profitable Growth
- International Business Development
- Launch New Markets / Subsidiaries
- Multi-national / matrix organization savvy
- Customer Engagement, Partner Development
- Cross-Functional & Cross-Cultural Leadership
- Communication & interpersonal coaching skills
- M&A and Change Management
- Seasoned, versatile negotiator

Professional Highlights

- Secure uniquely strategic frame agreements with new customers
- Achieve breakthrough in new customers and markets acquisition
- Own start-up company, profitable after just 3 years in business.
- Outwitt Chinese regulatory constraints & start WFOE in Shanghai.
- Transform niche business into global market leader in only 4

Education

Business Master Degree: Market Research & Strategic Marketing
 Institute of Political Science, “Sciences Po”, Paris, France
Bachelor Degree – Political Science & Int’l Business
 Institute of Political Science, “Sciences Po”, Paris, France

Personal Information

Bi-National German French, US Green Card Holder. | Married, 2 sons. | Passionate about: Scuba Diving (Certified Tescue Diver), Neuroscience, and Cooking!