



# Kenneth Jacobsen

## SENIOR EXECUTIVE MANAGEMENT

- ◆ Project / Business Development - Contract Management ◆

Kenneth has made a significant contribution within new business development, and project acquisitions. He is multi-lingual with an international background, he also an effective negotiator with expertise in structuring and managing worldwide multicultural contracts. Kenneth is now looking for a similar executive level opportunity within a US-based, internationally operating corporation in the United States.

## AREAS OF EXPERTISE

- Strategic planning
- Project acquisition / development
- Foreign Trade
- Feasibility studies
- Business modelling / analysis
- Worldwide procurement
- Budget management
- Contract negotiation
- Export
- Compliance
- Computer literacy
- Quality Assurance



## SIGNIFICANT ACHIEVEMENTS MAN Ferrostaal AG

### As an Executive Manager (Jul 2002 - Present)

The company operates internationally (60 countries) providing financial, contracting, logistical and technical services for industrial facilities (petrochemicals, metallurgy, steel, power plants, etc). Sales volume in 2004 was Euro 3.2 billion with 4,700 employees worldwide.

- Member of the MAN AG, Munich group.
- A DAX 30 company with annual revenues in the range of Euro 15 billion.

- Kenneth is responsible for project acquisition and development with emphasis on the South American markets. Projects are worth up to Euro 500 Million.
- He has created business and financing models for new plants, prepared lump sum turnkey bid proposals, structured turn-key contracts, negotiated EPC, consortia and sales contracts (domestic and abroad) with private and governmental corporations.
- Kenneth, reports to vice-president. He delegates and supervises the work of commercial Project Managers during implementations, thereafter organizes and implements project execution teams (supervision, procurement, contract administration).

### As Commercial Project Manager (Jan 00 - Jul 02)

- Kenneth was responsible for all commercial issues in the EPC projects (totalling EUR 50 million) of petrochemical plants for Chilean state-owned refineries.
- Recently, he expedited and shipping coordination and scheduling.
- Whilst coordinating loan disbursements with the financing banks he manages the cash flow and payments (on and offshore).
- He was instrumental in structuring project financed BOOT- model analysis.
- Kenneth negotiated all project-related contracts: EPC, leasing operations, maintenance and land lease contracts plus shareholders' agreements for example.

### Early Career Summary (1998 - 99)

- P.A. to a Member of the Executive Board (1999)
- Project Acquisition and Business Development - South America (1997-98)
- Export Co-ordinator and Contract Supervisor for ABB Flexible Powertrain Assembly.

## PROFESSIONAL DEVELOPMENT

<b>Bachelor's Degree</b>	Business Administration (Fachhochschule Köln)	1997
<b>Diploma</b>	Work study ((Industriekaufmann)	1990 - 92
<b>Languages:</b>	Fluent English, German, Portuguese, Spanish.	

Kenneth Jacobsen: T: \_\_\_\_\_ E: \_\_\_\_\_