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# John Smith

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Address Line 1

Address Line 2

Germany

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## BUSINESS MANAGEMENT - PROJECT CONTROLS

◆ Operational Management - Business Development ◆

Full life cycle, operational, interdepartmental responsibilities for \$multi-million projects with a sound technical background within the Refinery, Petrochemical and Manufacturing Industry. Proven achievements in the estimating, bidding, business development and contract negotiation process as well as the operational project controls. Contributing to strategy formulation as part of a Senior Management Team - workforce potential that has achieved all KPIs and objectives within budget and production targets. Now looking forward to making a continued, significant contribution within a Senior Management appointment in the \_\_\_\_\_ region.

## AREAS OF EXPERTISE

- Business Development
- Estimating & Proposals
- Contract Negotiations
- Risk Assessment & Management
- Project Controls
- Budgeting / Cost Control
- Planning & Scheduling
- Project Analysis & Benchmark
- Team Building
- Team Leadership
- Compliance
- Efficiency Improvements

## EDUCATION

<b>Diplom (MEng / MSc. equivalent)</b>	Degree in Mechanical Engineering & Business Administration. Diplom-Wirtschaftsingenieur: Industrial Engineering (Technical University of Hamburg-Harburg).	Diplom-	1991-97
<b>Graduation</b>	Friedrich-Harkort Gymnasium in Herdecke		1981-90

## PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

### DIRECTOR OF PROJECT CONTROLS

*2003 - Present*

*Comanny A GmbH, Wiesbaden, Germany. (an international EPC- Contractor in the refinery and petrochemical industry with average annual revenues of approx. \$200 Million US).*

Full operational responsibility of 3 departments: Estimating, Cost-Control and Planning/Scheduling (14 staff). Overseeing major projects and major bids; estimating and formal risk reviews. Reporting to the General Manager. Member of the Senior Management Team.

- Instrumental in developing the business by participating in proposals and contract negotiations.
  - Contributed to strategy formulation and forward planning as a member of the Senior Management Team.
  - Carried out internal audits and reviews regarding ethics and compliance processes.
  - Determined and optimized workload plans in support of financial budgeting and forecasts.
  - Increased efficiencies and expedited production by implementing various internal programs such as “Step-Change”, “LEAP”, IT-Task-Force).
  - Sponsored knowledge transfer between Lummus’ worldwide execution centers regarding estimating and project controls.
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## PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

### EPC PROJECT CONTROLS MANAGER

2000 - 03

Company B GmbH, Wiesbaden, Germany.

- Responsible for all aspects of project-controls of a \$100 Million Project A in Cologne, Germany through all stages of its project life, from FEED through detail engineering to construction.
- Determined and Analyzed budgets and trending of project costs and quantities.
- Forecasted work in progress and Initiated corrective actions.
- Prepared and managed claims and change orders.

### TO PLANNING AND CONTROLS ENGINEER

1997 - 2000

Company C GmbH, Wiesbaden, Germany.

- Developed project schedules ranging from FEEDs to detail engineering.
- Improved Lummus' Project WBS and linkage of Planning-Tool Primavera with material management and cost-control system.
- As Junior to Lead Estimator (same dates): Developed lumpsum-turnkey estimates ranging from \$5 to \$300 Million located in Western Europe, Russia, Poland, Usbekistan, Lybia and China. Developed and Improved estimating and cost-control tools. (quantity-factored estimating)

## PROFESSIONAL EXPERIENCE DURING EDUCATION

- Company D, Düsseldorf, Germany: practical diploma-thesis about improvement of workflow-planning within an automotive supplier (7 months - 1996-97).
- Company E, Hagen, Germany: various internships / project work within plant - producer of high-pressure equipment for the oil & gas industry. (4 months - 1995-96).
- Company F, Germany: practical thesis about improvement of quality management system; project work in personnel management (5 months - 1994-95).
- Coopagri Bretagne, Landerneau, France: internship in marketing (2 months - 1992).
- Dairygold food products, Mitchelstown, Ireland: internship in production and exports (2 months - 1991).

## MILITARY SERVICE

Navy, Flensburg, Germany: responsible for engines and generators on board a ship (1990-91).

## PERSONAL

*Interests and Pastimes:* Family, sailing, canoeing, foreign countries and cultures.  
*Mobility:* International driving license.  
*Status:* Married, 4 children.  
*Born:* 1972., Germany.  
*Languages:* German (Mother Tongue), Fluent English, Colloquial French and Spanish.

*References available on request.*