

# THOMAS SCHMIDT (Dipl-Ing, EWE)

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## International Business Development, Operations & Product Management

<b>Core Competencies:</b>	<i>Global Business Development</i>	<i>Management/Budgeting (P/L)</i>
	<i>Operations &amp; Product Management</i>	<i>Staff Development &amp; Training (Mentorship)</i>
	<i>Project Planning and Management</i>	<i>Customer Liaison &amp; Relationships</i>
<b>Goals:</b>	<i>Global Operations Expansion</i>	<i>Personal Development Via Use of Existing Skills</i>
	<i>Sustained Global Business</i>	<i>Expanding my Passion for Business &amp; Technology</i>

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## PROFESSIONAL EXPERIENCE

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ECE Consulting, Inc. - Itasca, IL 2002-present

ECE Global, LLC (a ECE Consulting, Inc Company) - Wood Dale, IL 2008-present

**President and Founder** (ECE Consulting, Inc / ECE Global, LLC)

ECE operates under ECE Global, LLC. ECE is an integrated Engineering, Quality and Safety compliance focused company ([Design](#) – [Fabrication](#) – [Inspection](#) – [Certification](#) / [Validation](#)).

Areas of Business: Petroleum (Refining & Production), Chemical, Pharmaceutical and Life Sciences, HVAC, [Railroad Equipment](#), Fabrication & Assembly

### *Key Contributions:*

- Formed ECE Consulting, Inc. based on detailed business planning
- Implement compliance engineering strategies and templates
- Implemented product certification / consulting structure with focus on North America, Europe
- Formed Joint Venture with DNV for CE Marking Services
- Continuous developed sales and marketing structure and B2B opportunities
- Expanded business portfolio with certified inspection services, software development, engineering services
- Formed ECE Solutions, LLC - Joint Venture: ECE Consulting, Inc. & PID Solutions, Inc. (2003-2007)
  - Expanded business portfolio with engineering and drafting services to ECE Consulting, Inc.
  - Detailed business planning and corporate structure implementation

\* TUV RHEINLAND OF NORTH AMERICA, INC. - Newtown, CT 1997 – 2001  
- Northbrook, IL 2001 – 2002

**Business Unit Manager, North America** (1999 – 2002)

**Division Manager, Pressure Equipment and Material Technology** (1998 – 2002)

**Manager, Energy Services** (1998 – 2002)

**Senior Engineer** (1997 – 2002)

**DIN 6700 Accredited Inspector for Rail Equipment (EBA)** ( until 2002)

Direct field operations for North American. Promoted to membership in 4-member lead business development in global business (team responsibility: globally 4000 staff / 139 countries).

### *Key Contributions:*

- Mentored staff to support achieving the above results
- Spearheaded development of comprehensive knowledge database that improved capabilities of senior engineer staff; commended by senior management for contribution.
- Performed and reviewed engineering design tasks with signature authorization from German HQ
- Inspection & Certification Services (Execution, Training, Monitoring, Mentoring)

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- Managed complex multi-million dollar projects. Achieved EU CE Marking and code compliance within budget and time requirements.
- Consulted clients regarding throughput increase & developed improvement plans and strategies; E.g. Increased throughput by 400% within 3 month, while quality increased
- Established and maintained strong network of clients and strategic alliances with external business partners to provide high-quality service while achieving long-range company goals; e.g. Created B2B relationships amongst clientele and/or our international offices (Taiwan, Korea, Spain, Germany, South Africa)
- Audited clients, identified management/ process improvement needs - supported realization and implementation; Result: Cost savings, as well as fulfilling international requirements
- Identified critical-need areas in existing marketing strategy. Plotted, developed, and implemented revised plan that increased business development across markets. E.g. Development of Energy and Power Generation Sector -> Sales: \$650.000/ano (interdivisional)

## \* TÜV AMERICA, INC. – Danvers, MA

1993 – 1997

**Business Development and Sales Manager, North America** (1995 – 1997)

**Midwest Branch Office Manager** (1994 – 1995)

**Senior Engineer** (1993 – 1997)

Initially hired as engineer with focus on OEM and System Integrator engineering, welding, and QAM/QAS reviews, audits and certifications. Progressed into Branch Office Manager based on performance evaluation. Further advancement based on need for strong leadership in quality management system implementation. Served as ISO 9000 Lead Auditor with full accountability for project management, mechanical engineering/design and quality assurance. Maintained strong focus on engineering and technology.

### *Key Contributions:*

- Maintained high quality ratings in approval and certification of manufacturers, with strict adherence to International and German code requirements
- Forged strong customer relationships and strategic business partnerships resulting in increased revenues and recognition for division; Networked companies (B2B), supported growth for all parties involved (internal/external)
- Contributions to business planing and achieved management approval to adopt new strategies for capitalizing on business opportunities for expansion

## TÜV BAYERN SACHSEN E.V. – Munich/Bavaria, Germany

1992 – 1993

### **Engineer**

Fulfilled engineering objectives for this third-party inspection firm with authorization through the German government. Conducted quality code audits, construction surveillance inspections in nuclear power plants, welding approvals, as well as design review and approval of pressure equipment.

### *Key Contributions:*

- Built excellent client relationships through direct communication and work performance
- Developed reputation for quality control and tackling international assignments expeditiously

\* TUV is a global Third Party Compliance Engineering, Consulting and Certification Body ([www.tuv.com](http://www.tuv.com))

TUV Rheinland and TUV Bayern Sachsen + TUV America are two independent organizations and are not related with one another

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## PREVIOUS EXPERIENCE

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- Grew up in Family Business Environment; Business Owner: Mother; General Manager: Father  
Helped during spare time and summer breaks
- Held part time position, 1982-1992, as QA Technician for German international transportation firm  
in heavy transport vehicle manufacture repair and maintenance
- Worked in civil construction company while studying at University

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## EDUCATION & TRAINING

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### Degree in Mechanical Engineering/Manufacturing and Process Technology

University of Bochum, Subsidiary Gelsenkirchen Buer, Germany (1991)

### Degree in Welding Engineering; European Welding Engineer

Deutscher Verband Schweisstechnik; SLV Duisburg, Germany (1992)

### PROFESSIONAL CERTIFICATIONS / RECOGNITIONS:

Quality Management System Lead Auditor / Quality Technical Auditor

EBA Accredited Rail Equipment Inspector (DIN 6700)

BP Lingen (FRG) Deputy Engineering Authority / Integrity Management SME (2003-2010)

### TRAINING:

MBA Program; NDE Inspection Methods, ASME Code, Operations Management

### LANGUAGES:

German: Mother tongue

English: Negotiation level

Spanish: Basic

### COMPUTER SKILLS

Windows, Microsoft Office, SAP,

Lotus Notes

### AFFILIATIONS & ACTIVITIES

Member: National Society of

Professional Engineers

American Railroad