

Friday 17 June 2016

The African Academy of Sciences
P. O. Box 24916 - 00502, Nairobi, Kenya

Application for Business Development Manager, Good Financial Grant Practice (GFGP)

Dear African Academy of Sciences,

Your advertisement in the Economist for the Business Development Manager position calls for many years of expertise I have successfully applied in the international organisations and in the financial industry. I am confident my combination of experience makes me especially qualified to serve your vision.

I work as the Group Chief Financial Officer (CFO) at ACTIV Solar Group in Vienna, responsible for the Group's financial strategy and management, improving business performance and managing all strategy, operations and funding activities for the projects worldwide. I am member of the Board of Directors as well as the Shareholders Advisory Committee. I report directly to and work with the company owners. My main focus has been to lead the business capabilities of the Group and drive forward its finance, operations, strategy of expansion and business acquisitions into new markets. I have in-depth experience in Financial Accounting, Financial IT, Finance & Controlling, Legal, Human Resources and Manufacturing & Operations.

I have over 25 years experience as Group CEO / CFO in international corporates. Prior to ACTIV SOLAR Group, I most recently served as the Chief Financial Officer (CFO) and Vice President (VP) at the South Korean Company of ZF SACHS and HYUNDAI & KIA Motor Company. I was reporting directly to the Board of Directors of ZF SACHS AG in Germany. Between 2000 and 2005 I was the Head of Cash Management and Finance & Controlling at ALSTOM Power (ex ABB Power Generation, Gas & Steam Turbines and turnkey Combined Cycle Power Plants), where I was in charge of strategic planning, information technology and investment decisions for the Combined Cycle Power Plants. Between 1993 and 2000 I was General Manager and Project Manager at NESTLE Group, where I contributed to the company's growth in Africa, Asia Pacific and Latin America by managing and overseeing the operations of new factories from greenfield and the company's ability to remain competitive in different part of the world in food supply and manufacturing.

Some of the areas where I will have greatest impact which closely match my accomplishments are:

- International Career and experience as Member of the Board of Directors and Shareholders Advisory Committee of public and privately held corporations, specifically of large capital investments.
- Reporting directly to and working with the company owners and board of directors.
- Financial market specifically for the industries such as Food & Nutrition, FMCG, renewable Energy, Gas and Steam Power Plants, Oil Refinery, Transport, Automotive / Automobile, Manufacturing, EPC, OEM and O&M, Supply Chain Management, commercialisation, financing and trading of high-tech products.
- Developing, implementing and delivering financial and global strategy, mid to long term planning, legal and tax structure and communication in large-scale, complex, competitive, capital-intensive and global industry.
- Corporate Finance, setting up companies and subsidiaries around the world, acquisition, Mergers & Acquisitions (M&A, JV), Transfer Pricing rules, strategic alliances building and management.
- Leading sizeable P&L, balance sheet, and budget across complex organisations.
- Cost saving / reduction, process optimisation, Lean Six-Sigma, cash & liquidity management, Risk Management, Project Management, IT / ERP and SAP implementation.
- Delivering operational excellence, continuous improvements and ensuring that aggressive

targets and business plan are met.

- Transformational leadership with strong track record of delivering change in complex and demanding environments.
- Able to navigate businesses through change.
- Driving internal growth and leading the expansion through M&A, strategic competitive partnership and alliances to create value.
- Asset, intellectual property and contracts management.
- A track record in dealing with both public and private sector stakeholders.
- Proven ability to build, lead, develop, retain and inspire teams across multiple areas of activity.
- Result and customer oriented, quick / commercial thinker, hands-on, ability to work, take decisions under pressure.
- Highly impactful and strong relationship builder with the ability to influence at all levels and with evidence of building and maintaining strong relationships with internal and external customers / suppliers and key stakeholders.
- Developed new businesses, acquired customers, gained market share and drove profitable and sustainable growth in challenging competitive environment.
- Worked overseas as international expatriate (Asia and Pacific, Americas, Africa and Europe) while on long-term permanent assignments, lead multi-cultural, cross-functional teams, comfortable with different core values of doing business.
- I am fluent in English, French and German.

I have proven leadership in developing and implementing strategy, operations, managing territories and resources with stakeholders; I can increase efficiency, improve the operations and create new opportunities. I can decrease the complexity and costs by improving synergies and productivity and streamlining the processes. My international experience is a plus to understand the culture of the organisation and the stakeholder's specifications.

I greatly appreciate a face-to-face meeting with you as my skills and experiences are an excellent match to this opportunity. I look very much forward to speaking with you.

Yours sincerely,
Alain Bertholet

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Enclosures:

- My CV/Resume (English)
- Press releases about my career

<http://investing.businessweek.com/research/stocks/private/person.asp?personId=246288274&privcapId=52810770&previousCapId=52810770&previousTitle=Activ%20Solar%20GmbH>

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<http://www.solarpvdirectory.com/newsarticle/Activ-Solar-appoints-Alain-Bertholet-as-CFO-of-the-company-448>

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