

CURRICULUM VITAE

Name: Arsène A. J. M. Verwee
Date of Birth: June 22, 1967
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Education

Secondary education in electrical and electronics engineering (6 years);
Advanced education in electronics engineering (3 years). Both studies were completed with an examination. The final level is the equivalent of a bachelor's degree in electrical and electronics engineering (graduated in 1989)

Courses

Nuclear Magnetic Resonance at Spectrospin in Zurich, Switzerland (1990)
General gas turbine course (General Electric LM-types) at Thomassen (1992)
Project management by Joung, Clark and Associates, Inc. (1998)
Strategic selling by Miller Heiman Inc (1999)
Gas Turbine Technology at KEMA (2000)
Account Management (2002)
GE New Manager Development Course (2003)
Six Sigma Training, certified Green belt (2003)
GE Risk Management (2004)
Mastering the Complex Sale – Jeff Thull (2006)
Mastering Executive Relationships – Jeff Thull (2007)

Languages

Dutch: Excellent
English: Excellent
French: Good
German: Basic

Work Experience

1988 – 1989

In completing my advanced education, worked as electronics engineer in the research laboratory of Clock-O-Matic, Belgium. Designed IRIGB-interface as part of the examination.

1989 – 1990

Military service

1990 – 1992

Electronics Engineer at the High Resolution Nuclear Magnetic Resonance Center of the free University of Brussels. HF electronics and robotics programming and hardware trouble shooting support to the Chemical researchers.

Woodward Governor Nederland B.V. in Hoofddorp, the Netherlands

<http://www.woodward.com/>

1992 – 1995 Commissioning Engineer

Start-up of gas – and steam turbine control systems, both electrical and mechanical drive applications on land and ship applications in Europe, USA, Canada and the Middle East. Extensive experience in rotating equipment control for various Oil&Gas process with a variety of end-users as well as main equipment manufacturers (Nuovo Pignone, Dresser Rand, Siemens, Mitsubishi ...).

1995 – 1997 Application Engineer Gas Turbine Applications

Engineered control systems for two large oil and gas projects with Nuovo Pignone. LASMO off-shore oil platform (2x GE LM1600 gas turbines) and EKOFISK platform (7x GE LM2500 DLE gas turbines).

In addition, I had technical responsibility for the first European GE Dry Low Emission gas turbine applications engineered from The Netherlands office.

1997 – 1998 Development Engineer (special assignment)

Captured the Woodward application knowledge in databases, re-structured and automated the programming of control systems.

1998 – 1999 Supervisor/Manager Engineering departments

Application engineering, Development engineering and Commissioning (30 people total).

Responsibilities; hiring, budgets, people, technical end responsibility, definition of the strategic direction, Project Management planning.

1999 – 2002 Key Account manager OEM

Customers; Nuovo Pignone and GE Aero Energy Products (AEP Norway, Hungary), Dresser-Rand (Norway) Volvo (Sweden), Tuma Turbomach (Switzerland).

Responsibilities; Sales Targets, New Product introductions & Initiatives, business development, Commercial Project follow-up during the entire life cycle.

GE Energy Oil&Gas in Amsterdam, The Netherlands

<http://www.geoilandgas.com/>

2002 – 2003 Account Manager BENELUX (New Unit Sales)

Customers: Major Oil&Gas end-users and EPC companies

Products: Wide range of Rotating and static equipment (Gas&Steam Turbines, Reactors, compressors, pumps, air-coolers) as well as complete turn-key solutions and modules like compressor stations and power plants.

Responsibilities:

- Secure growth in this high profile sales area
- Definition and Implementing of marketing & commercial strategies
- Leverage cross functional and cross business resources to increase market penetration
- Build strong relationships with key customers

2004 - 2005 Sales Area Manager BENELUX (New Unit Sales)

Commercial responsibility for New Unit Sales at 65 Oil&Gas customers in the BENELUX for the Upstream, Midstream and Downstream market.

Extensive business development activities and relationship management.

Operated at senior management level.

Influence budget of ~ 200 Million USD.

Compressor Controls Corporation in Zwanenburg, The Netherlands

<http://www.cccglobal.com/>

2005 - 2007 District Sales Manager

Products: Rotating Equipment Control and Process Control Systems and Services.

Commercial responsibility (New Units Sales and Aftermarket Sales) for Scotland, Scandinavia, Israel and South Africa.

Value-add sales based on the Diagnostic Business Development process. Created value for customers through the process of diagnosing, designing and delivering documented customer value. Extensive interaction both commercially and technically with all the major Oil&Gas customers in the area at all levels.

2008 - 2009 Global Sales & Marketing Manager – Industrial Segment

Products: Rotating Equipment Control Systems and Services

Global Sales & Marketing responsibility for all non Oil&Gas related markets (Steel, Metal & Mining, Power Generation, Chemical, Pharmaceutical, Air Separation...)

Activities included management of a global sales team, account development and development of distribution channels, strategic planning.

2009 - Current Sales and Marketing Manager – Gas Turbine Initiative

As part of a Corporate New Business Development Team, tasked to explore and develop new potential growth area's for the company.

The role is a senior commercial and technical advisory role to assist the existing sales channels in establishing business growth. The current focus area is Gas Turbine Control Systems sales.