

## **CURRICULUM VITAE**

### **KRZYSZTOF SAPIESZKO**

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Born: May 5th, 1969  
Marital status: Married

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**Experience:** 2007–present **GE Energy**

#### **Sales Manager for Poland and Baltic Countries**

- Responsible for selling of the products and services for GE Measurement & Control Solutions. Creation of selling strategy and marketing politicks for supervised area. Main industries of business activities are: Power Generation, Petrochemical and Chemical Industries. Supervision of the project execution.

2005–2007 **Emerson Process Management Power & Water Solutions Sp. z o.o.**

#### **Project Manager**

- Manage a contract which covers designing, delivery, assembling and start-up of the DCS/Safety Systems and field instrument for:
  - Ostrołęka PP IOS for Unit 1,2,3
  - Lithuanian Power Plant Unit #5 300MWe
  - Połaniec PP Unit #4 220 MWe
  - Zakłady Azotowe Tarnów CHP Boiler #5
  - Rybnik PP Unit 1&3 220 MWe
- Consultancy and support of selling department for key bids.

1998–2005 **Honeywell Sp. z o.o.**

#### **Key Account Manager**

- Creation of selling strategy and marketing politicks for key customers in Industry Automation business. Identification of the customer needs, attending in offers preparation, leading negotiations of technical and commercial contract conditions with customer for deliveries and services scope. Analysis of the “strong and week point” for competitors. Key customer: CHP Białystok, Mondi Packaging, CHP Katowice, Chp Elcho, Lotos, Saturn Management ZCh Police.

#### **Project Manager**

- Manage a contracts which covers designing, delivery, assembling and start-up of the DCS/Safety Systems and field instrument for CHP Białystok and Waste Water Kapuściska.
- Manage a contract which covers designing, delivery, assembling and start-up of the Safety Systems, Building Management System and HVAC Controls System for Reform Center in Warsaw.

#### **Site Manager**

- Manage and engineering supervision on the installation and start up for Instrumentation and Data Control System in Gdańsk Refinery. Supervision work of subcontractors in above project. Keeping the constant contacts with customer. Assuring the logistic in project on the field.

1995–1998 **Westinghouse Electric Poland Ltd.**

### **Project Engineer**

- Leading project concerning designing, implementation and installation Data Control System as Project Engineer for:  
Zeran Cogeneration Plant in Warsaw,  
Bydgoszcz Cogeneration Plant in Bydgoszcz  
Fawley Power Station in Fawley, England
- Attending at designing and implementing of the Data Control System for EI - Kureimat Power Plant, Egypt
- Supervision the Field Service Department

1997-1998 **Westinghouse Process Control Division** in San Diego, CA

- Attending at designing, implementing and start-up of the Data Control System in Waste Water Plant in San Diego, USA

1994–1995

### **Institute of Aviation in Warsaw**

Department of Avionics and Integration of Systems

#### **Assistant**

- Design work for Control Systems

### **Education:**

1998 - 2001

Warsaw University

Department of Management

- Candidate for a doctor's degree

1997-1998

Warsaw University of Economy

- Postgraduate Diploma in Management

1989 - 1994

Warsaw University of Technology

Department of Mechanical Power Engineering and Aviation.

- Master of Science in Control and Instrumentation Engineering

1984 - 1989

Electric Secondary School in Bialystok

- Technician of Electronics

### **Trainings:**

ITCC Training in GE

Six Sigma Green Belts Training in Honeywell

Target Account Selling, Siebel training, Brussels

Project Management Course in GB Resources, Warsaw

TPS Systems Implementation Course in Honeywell, Prague

WDPF System Maintenance Course in Westinghouse, Warsaw

WDPF DEH Turbine Control Course in Westinghouse, Warsaw

C and C++ Language Course in PAN, Warsaw

UNIX Course in PAN, Warsaw

### **Additional Information:**

Computer: UNIX, Windows, And Microsoft Office

Language: Polish - native, English, Russian

### **Personal Activities:**

Bicycle excursion, Aircrafts