

PROFESSIONAL ACHIEVEMENTS

SIEMENS

- Successfully lead, managed and deliver concurrent multiple complex complete lifecycle projects from several industries ranging from heavy to highly regulated, to safety and critical infrastructure
- Lead to increase Profit Margin by leveraging any gaps and effective project and resource management, finding ways and strategy to deliver effective and efficient projects
- Lead in contributing to overall project and business Profit and Loss P&L's by eliminating waste, improving process and project turnaround, and by value-added selling strategy to customers and projects
- Major support to sales and proposals team by reviewing technical compliancy of outgoing sales documents and estimating hours and resources for the projects and devising strategy to leverage during execution
- Lead in rolling out of departmental business and engineering strategy, goals and targets, ensuring they are delivered consistently to various stakeholders
- Champion for people leadership, engineering and project management expertise that focuses on engineering, growth, motivation, blameless and ownership culture.
- Principal person for cyber security, IT-OT, and digitalisation topics in the engineering solution business and in addition gain expertise in pushing limits and boundaries of new developing technologies.
- Champion for external stakeholder leadership and developing good customer relationship that provides sincere trust and confidence in the solutions offered and the project team eventually contributing to the awarding of succeeding projects.
- Champion in collaboration work, developing standards and sharing best engineering practices across Headquarters in Germany and Austria that result in rolling out as a standards across regional and global areas.
- Implement and influence strategy and directives on the projects and assessing the risk across projects and proposals during bid stages.
- Champion in exploring and developing new methods, solutions, technology, and process improvements to increase engineering delivery efficiency and effectiveness.
- Presenter for annual internal International Engineering Meetings on topics of efficient engineering delivery, software engineering and leveraging technologies.
- Star Awardee for leadership, engineering management and software engineering expertise that leads to pushing limitations and technologies, development of new tools and project delivery efficiency

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- Champion in improving project engineering by at least 30% by developing templates, coding methods, standards and good engineering practices
- Increase profit margin by 20% by improving engineering efficiency, project management and value stream
- Coach and develop a highly performing engineering team, overseeing KPIs, growth and improvement plan
- Drive successful sales proposals, presentations, negotiations, business, Technical roadmaps to stakeholders
- Improve repeat orders and value turnovers by 20% by efficient project execution together with change and cost control management
- Drive, managed and lead successful Pharma, Cement & F&B projects and providing value added delivery by integrated engineering solutions
- Improve business and growth strategy by increasing market coverage, additional value creation and delivery



- Drives consulting solutions for sales proposal, bids and complete project life cycle execution and delivery
- Improve sales revenue by at least 20% by creating targeted business proposal and solutions based strategy and eliminating waste engineering
- Develop bespoke templates, coding methods, standards, project and team coaching resulting in improved project engineering efficiency by at least 25%
- Provide technical and solution consultancy that delivers additional engineering effectiveness by at least 20%
- Drive presentations, negotiations, business proposals and plans and ideas to C and manager level executives
- Deliver technical and business roadmap that shows value capture strategies
- Successfully owned a technical consultancy business project with a Return of Investment of 30% in 2 years to the investors