

PROFESSION: Naval Architect (Dipl.-Ing.)
TU Hamburg
Ship Design Expert, Sales Executive, Consultant

YEAR OF BIRTH: 1973

NATIONALITY: German



EXPERIENCE:

Since April 2018 **Project Manager and Technical Sales Director of TECHNOLOG services GmbH,** Hamburg, Germany. Responsible for technical sales, concept design, tender documentation and commercial bid evaluation.

2016 - 2018 **Chief Sales Officer (CSO) at Marorka,**
The leading company for data-driven performance measures during vessel operation.
Leading marketing and sales department, global sales activities, international communication and strategic presentation. Getting and giving information to the maritime industry and to the internal R&D.

2014 - 2016 **Chief Commercial Officer at Pella Sietas,**
The company created after the merger between a Russian and a German shipyard.
Head of sales, head of marketing and head of development department incl. project management. Selling successful scrubber conversions to HJH Shipmanagement, selling ferry to Hamburg based ferry owner HADAG and selling constantly block building to Meyer Werft / Papenburg / Germany.

2010 - 2014 **Principal Consultant of Design at FutureShip,**
The new founded company from Germanischer Lloyd (GL) to execute high end engineering and consultancy services.
Leading the design consultancy branch of FutureShip a subsidiary of Germanischer Lloyd (today DNVGL). Consulting owners, managers, brokers and yards towards a better / more efficient ship design by various concepts. Most prominent examples was a zero-emission-ferries for Scandlines.

Heading the sales for advanced hull form optimizations and retrofit projects. Numerous vessel became optimized. Selected customers were UASC, Hapag Lloyd, and Bernhard Schulte.

2003-2010

Sales Manager and Project Engineer at J.J.Sietas KG.

The Oldest and most advanced shipyard in Germany (1635) for merchant vessels.

Successful sales of container feeder vessels, heavy lift vessels, RoRo vessels, dredgers and self-sustained bulk carriers. Most prominent customers were Döhle, Samskip, Hartmann, SAL, Godbyshipping, Moebius, and many more.

1997-2003

Design Engineer and Project Manager at J.J.Sietas KG.

Responsible for all design and project topics from zero to delivery.

Concept and basic designs for a huge number of vessels and owners. Lead special design projects for Essberger, Russ and Samskip. All design and project management steps from first drawing to delivery.

Major Projects:

- Design and project management for MV "Louise Russ". An order with full new design for only 11 months between contract and delivery. Germany
- Design and project management for 2 Samskip vessel calling Iceland with special demands.
- Design of very size-limited container vessels in open-top design.
- Design and sales of two diesel-electric trailing suction hopper dredgers (TSHD) for Moebius
- RoRo/Paper cargo vessels for Finnish owner Godbyshipping with high ice class.
- New CV 4600 TEU design for China
- Retrofit hull design for Mexico

EXPERIENCE WITH PROJECTS IN OR FOR FOREIGN COUNTRIES:

Germany, EU, PR China, Iceland, Singapore

LANGUAGES:

German, English (both negotiation/contract safe)