

Dirk Klimanek

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PROFILE

30 years of experience in sales, proposals and contract execution of industrial plants worldwide.

20 years of experience in setting-up, motivation and leading multi-disciplinary teams across cultural and geographical borders.

10 years of experience in process optimisation and change management.

Emotional intelligence, open communication and solution-driven thinking combined with an agile working and management style.

Advancing a good cause and making a team and its members more self-reliant and successful in the process, this is what drives and satisfies me.



PERSONAL DATA

Born on 11 Sep. 1965 in Bottrop, Germany – married, no children

ANCILLARY ACTIVITY

Selective consulting and coaching services through “PAK-KLI UG (haftungsbeschränkt)” established in April 2018. See www.pak-kli.de for details.

JOB EXPERIENCE

Contract Manager, Bilfinger Engineering & Technologies GmbH

Oberhausen – Mar. 2021 to Date

Contract Management for the German scope portions of the contracts related to the nuclear power plant project “Hinkley Point C” in the UK. Hands-on training of key team resources in NEC contract principles.

Project Procurement Manager and Acting Head of Procurement & Logistics, Mitsubishi Power Europe GmbH

Duisburg – Apr. 2020 to Feb. 2021

Handling of complex supply and service packages for industrial plant contracts, enhancement of cooperation between procurement, engineering and construction to reduce workload for project management and process improvement for procurement activities during tendering stage. Leading the department “Procurement & Logistics” on a temporary basis from Nov. 2020 in return for an exit option by end of Feb. 2021.

Contract & Risk Manager, Mauell GmbH

Velbert – Feb. 2017 to Mar. 2020

Contract reviews and risk assessments in the proposal and contract management phase. Training of employees in contract and project management. Coaching of key personnel of the restructured company, supporting of the sole managing director and owner in selected strategic projects within the Mauell Group.

Managing Director, Mauell GmbH (formerly Bilfinger Mauell GmbH)

Velbert – Apr. 2015 to Jan. 2017

Interim management with the focus on the Mauell Group's affiliates in Brazil, the United States, the Netherlands and Switzerland, improving internal and external communications and the restructuring of the group after a management buy-out in Apr. 2016.

Head of Operations, Bilfinger SE – Division Piping Systems

Oberhausen – Apr. 2014 to Mar. 2015

Responsibility for contract, claims and risk management as well as innovation management, project controlling and business processes for nine operational entities in Germany, Austria, Middle East and India. Improving cooperation and handling cross-selling opportunities with other divisions of Bilfinger SE.

Product and Business Development, Bilfinger Power Systems GmbH

Oberhausen – Aug. 2012 to Mar. 2014

Hands-on support of group companies in their proposal activities and development of cooperation structures and processes with internal and external partners for complex industrial plant projects in the power sector.

Commercial Project Director, Hitachi Power Europe GmbH (HPE)

Duisburg – Jan. 2008 to Jul. 2012

Setting up and leading the non-technical teams for the EPC construction of 12 coal-fired steam generators (800 MW each) at two sites in South Africa. Total value at contract signing approx. EUR 4 Billion.

Head of Commercial Proposals, HPE

Oberhausen/Duisburg – Jul. 2005 to Dec. 2007

Establishing this new department and integration into the process architecture. On-the-job training and development of new recruits and young professionals as well as handling of target projects.

Commercial Proposal Manager, HPE (formerly Babcock Borsig Power Plants GmbH)

Oberhausen – Jan. 2001 to Jun. 2005

Commercial proposal lead for combined cycle power plants, steam generators and steam turbines including calculation and contract negotiations.

Contract Manager, TESSAG INA (formerly Klöckner Industrie-Anlagen GmbH aka Klöckner INA)

Duisburg – Jan. 2000 to Dec. 2000

Claims management and special tasks during project close-out for "Musi Pulp Mill" in Indonesia.

Commercial Manager Site, Klöckner ROH JV

Desa Niru, Indonesien — Jun. 1997 to Dec. 1999

Seconded to Klöckner INA's project joint venture. Establishing the local project team and all non-technical processes/systems at the project office in Jakarta as well as on the construction site on Sumatra for the turnkey construction of "Musi Pulp Mill". Commercial project management and administration until mechanical completion. At peak some 250 expatriates from 15 countries and about 5,000 local personnel. Contract value at signing approx. USD 1.1 Billion.

Sales Manager, Klöckner Industrie-Anlagen GmbH (aka Klöckner INA)

Duisburg — Jun. 1992 to May 1997

Proposal and contract execution for projects of the steel producing and processing industry as well as sales for second hand plants and equipment, both with a geographical focus on Asia.

Assistant Representative, Klöckner Indonesia

Jakarta — Sep. 1990 to May 1992

Sales, proposals and contract execution for the entire portfolio of Klöckner INA at its Indonesian delegation office as part of a 5-year trainee programme.

Proposal Management, BMA AG / Starcosa GmbH

Braunschweig — Sep. 1989 to Aug. 1990

Seconded to a technical partner of Klöckner INA specialised plants and equipment for the food industry as part of a 5-year trainee programme.

Apprentice, Klöckner INA

Duisburg – Sep. 1987 to Aug. 1989

On-the-job training in the sales and proposal department for plants and equipment for the food and beverage industry with spells in the departments procurement, contract execution, logistics, accounting and finance as part of a 5-year trainee programme.

EDUCATION AND QUALIFICATIONS

2012 to 2014: „KVP Coach“ as well as participation in **leadership seminars** and **coaching workshops**.

Sep. 1993 to May 1997: Verwaltungs- und Wirtschaftsakademie Oberhausen e.V.
- „**Betriebswirt VWA**“
(evening academy - comparable to a BAA: grade 1.1)

Sep. 1995 to Feb. 1996: IHK Duisburg – Kleve – Wesel, Duisburg
- „**Staatl. geprüfter Ausbilder**“
(chamber of commerce - registered instructor)

Sep. 1987 to May 1992: **5-Year Trainee Programme** with Klöckner INA, Duisburg
- „**Industrieanlagen-Fachwirt**“
(industrial plant specialist: grade 1 in 1992)
- „**Groß- und Außenhandelskaufmann**“
(chamber of commerce – wholesale and foreign trade merchant: grade 1 in 1989)

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Nov. 1985 to May 1987: Deutsches Rotes Kreuz, Oberhausen

- **„Zivildienst im Ärztlichen Notfalldienst“**

(German Red Cross – alternative civilian service)

Sep. 1976 to May 1985: Freiherr-vom-Stein Gymnasium, Oberhausen

- **„Allgemeine Hochschulreife“**

(grammar school: grade 2.0)

Sep. 1972 to Jun. 1976: Grundschule Tackenberg, Oberhausen

(primary school)

Dinslaken, 31 October 2021

