

DruCon
Reiner Druschel Ingenieurberatung
(Engineering Consulting)
Sales & Marketing / Engineering / Project Management

- 33 years of experience in domestic and international power generation business, including 27 years of management responsibility in Engineering, Sales & Marketing and Project Management
- 6 years in Engineering
- 12 years in Sales & Marketing
- 15 years in Project Management & Profit Center Management



Experience:

- Generalist with extensive operational and strategic management experience in Engineering, Sales & Marketing and Project Management
- Entrepreneurial thinking and acting with a strong focus on goal and achievement, plus assertiveness and organizational competence to provide direction
- Profit-Center Management with global Profit & Loss responsibility as well as accountability of up to € 1.200 million
- Intercultural skills
- Development and implementation of new business models
- Establishment of operational and strategic cooperation
- Implementation of restructuring tasks
- Establishment and integration of international engineering hubs, including know-how transfer
- Optimization of workflows, structures and processes
- Training and research cooperation with universities

Positions:

- **Head of Projects**
Management of all major nuclear fleet projects at a leading German utility
- **Vice President - Global Sales Organization**
Management of the Global Sales Organization for the entire nuclear supply and service portfolio
- **Vice President - Installed Base Business**
Management of the Project Profit Center with global accountability and responsibility for I&C and electrical retrofits; matrix organization with regional units in Germany, France, USA and China
- **Vice President - Profit Center Reactor I&C**
Management of the Reactor I&C Profit Center
- **Department / Main Department Manager**
Management of the segment for Reactor I&C
- **Head of Sales**
Northern Europe sales management
- **Sales Group Management**
Sales management for the regions of Europe, USA, Taiwan, South Korea and Japan
- **Group Management**
Computerized design processing of measuring, control and automation systems for plant process engineering systems

Educational background:

*Graduate in Electrical Engineering;
Post graduate studies in Technical Sales at the Free University of Berlin;
Executive Program at Stanford University*