

Curriculum Vitae

Personal Information

Name: Rudolf Heimerl
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Professional Education

Since 2023	Accredited Mediator, London School of Mediation
2020 – 2021	LL.M Master in Laws, International Business Law, Univ. of London, (UoL)
2018 – 2020	Diploma in Laws, International Economic & Investment Law, UoL
2014 – 2017	MBA Sustainability Management, Univ. Lüneburg, Post Merger Integration
1985 – 1990	Master Electrical Engineering, (UAS Mainz)

Professional Career

Since 2020	Free Lance Industrial Sector: RH – Viable Solutions GmbH (LLC) • EPC Contract Architecture & Interfaces, Contract & Interface Manager
2013 – 2020 ¹	GE Power Switzerland, Senior Business Sales Manager (S-BSM) • EPC Contract negotiations, cross-functions technical, T&C's, taxes, insurance, export credit guarantees (<i>SERV, HERMES, etc.</i>) • Consortium contracts and interfaces • Interface between technical, commercial and T&C's contracts • Training and coach for new BSM's, Risk Management
2010 – 2013	ALSTOM Power Russia (RF), Tendering Director RF • Set up local office in Moscow for RF and CIS (<i>long time assignment</i>) • Supply contracts local supplier & design institutes, MOUs with local and international power plant developer, like Gazprom, • Set up work process & flow between HQ and local office • Hiring local staff, training on the job and hand over
2007 – 2010	ALSTOM Power Switzerland, Head of Technical Tendering • Restructuring global bidding process, annual contract volume 3-4 bn\$ • Head technical tender teams in Switzerland, India, Malaysia, England • Set up globally linked databases to synchronize tenders & technical contract designs (<i>incl. experience response system</i>) • Installed global technical risk data management system
2003 – 2007	ALSTOM Power Switzerland, Business Sales Manager (BSM) • Regional responsibility for Southeast Asia for Open Cycle und Combined Cycle Power Plants • Regional head for technical and commercial tenders • Interface management between T&C's, taxes, insurance, financing ECA • Approximate 10-month short time assignment in Kuala Lumpur to hire new staff, restructure engineering processes & provide training on the job

¹ ALSTOM Power was acquired by General Electric in 2016

- 2000² – 2003 **ALSTOM Power Switzerland, Senior Technical Project Manager**
- Lead of Technical Project Managers (TPM's) in Southeast Asia (incl. Hubs in Bombay, Kuala Lumpur und Kobe)
 - Global responsible for TPM's training programs & personal coach
 - Alignment and implementation technical tender structure of ALSTOM²
 - Implementation of the tailored Division of Works (DOW's) at local Hub's in view of individual strength and weaknesses
- 1998 – 2000 **ABB Power Generation, Caracas, and Inc. Miami (USA)**
- Set up local office in Caracas and Miami for South Amerika Region
 - Pre-acquisition and client support regarding NPV / IRR techno – economic power plant development
 - Technical budget tenders, financing, and T&C's pre-clarifications to identify possible incompatibilities
 - Hiring local staff, training on the job and hand over
- 1996 – 1998 **ABB Power Generation Switzerland, Technical Project Manager (TPM)**
- Responsible for the technical concept of tenders for Open and Combined Cycle Power Plants
 - Technical pre-acquisition
 - Project guarantees, determination of performance test procedure.
 - Water steam cycle design (heat balance)
- 1993 – 1996 **ABB Power Generation SEA Sdn. Bhd. Malaysia, Manager E&L**
- Set up local office in Malaysia for SEA Region. Hiring local staff, training on the job and hand over (*long time assignment*)
 - Technical (*electrical and control*) contract negotiations, signing and order processing, e.g., Kuala Langat, Lumut etc.
 - Consultant of industrial plants for various clients, e.g., Genting Sanyen
 - R&D für CH-basierte development projects
- 1990 – 1993 **ABB Power Generation Switzerland, Project Engineer**
- Project execution in various countries e.g., USA, Korea, Malaysia, etc.
 - 10-month short time assignment in New Brunswick New Jersey, USA
 - Commissioning of various electrical plants in different countries
 - Training for the clients and hand over

Miscellaneous

Languages:

- German, mother tongue
- English, advanced
- Spanish, basic

Memberships:

- UNECE Working Group PPP and Roster Expert Team member
- Association of German Engineers (VDI)
- German Hydrogen and Fuel Cell Association (DWV)
- <https://www.linkedin.com/in/rudolf-heimerl-240852200/>

Rudolf Heimerl
LL.M International Business Law
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² In 2000 ABB Power was acquired by ALSTOM Power