

Dr. Konrad Müller

Straße
12345 Ort (Germany)

+49 172 123456
konrad.mueller@web.de

Chief Executive Officer

Leader (Dr. Ing.) with more than 20 years of international experience at C-level in the Power Generation and Transmission industry. Outstanding results in the international product, systems and project business with complex technology and order-related solutions, in managing and optimising value-added processes (technical development, operations, service), developing sustainable structures as well as creating and implementing new digital solutions. High passion for the technology-driven business with the right mindset ("out of the box"-thinking) for innovations, visions, transformations to ensure sustainable growth. Open-minded motivator working in close collaboration and coordination with the team, customers and stakeholders. High resilience and strong leadership skills.



Professional Experience

Firma AG, Ort (Germany)

since 4/2020

Leading international energy company, business volume: €30 billion, Transmission Division: approx. 1/3 of the total business volume, 18,000 employees, 46 factories worldwide (Europe, Asia, North/South America, Middle East, Africa)

Executive Vice President – Division Transmission

Responsible for the "Transmission" division including P&L. Successfully created and implemented a technological roadmap and expanded the product portfolio across plants (design modularisation, harmonisation), created a profitable cost structure and developed value-adding and sustainable potential in the technology and service sector. High employee-oriented leadership and performance culture.

- **Achieved a YoY growth rate** with 16% increase in orders, 8% increase in sales (market growth approx. 3% in the same period), 50% increase in market share in the division transmission
- **Innovations:** Expanded the portfolio with the following industrial solutions: "Grid Access" (high-voltage transmission with AC or DC voltage); "Grid stabilisation" (ensuring the electrical supply in the event of fluctuating energy production); "Automation & Digitalisation" (data transmission from the transmission station to the control centre including networking of transformers and switching systems)
- Successful transfer of the product portfolio to the Internet of Things (IoT)
- **Achieved "Product Award"** from Frost & Sullivan in 2021 for the extension of the product functionalities of transformers, components and switchgear by data-transmitting sensors in real-time recording

Firma, Ort (Germany)

2018 – 2020

Business Unit Transmission Products: Business volume 3.4 billion, 13,000 employees, global profit & lost business, 29 production sites worldwide in 13 countries (Europe, Asia, North/South America, Middle East, Africa)

Executive Vice President – Business Unit Transmission Products

Managed the "Transmission Products" business with responsibility for the production and sale of all high-voltage products and the associated systems business (networking of components with subsequent commissioning). Excellent track record of optimising and simplifying processes, especially with regard to a standardisation of product/design variants. Realised digitalisation of the entire product range based on the Internet of Things (IoT).

- **Gained "Award" from NASSCOM** in 2019 for the integration of sensors for the end-to-end digitalisation of all high-voltage products
- **Introduced the "CO₂-free Product Portfolio Policy"** for zero emissions in the high-voltage range by using vacuum instead of greenhouse gases, incl. marketing

Firma AG, Ort (Germany)

2012 – 2018

Transformers business unit: business volume 2.1 billion, 8,000 employees, 19 production sites worldwide

Vice President – Business Unit Transformers

Held responsibility for all transformer classes (high and medium voltage). Reorganised worldwide factories into a global factory network with standardised engineering and global sales.

- **25% increase in productivity**, successfully adjusted capacities (fixed, sell, close)
- **Winner of the award**: 'Best Siemens Business Unit' in 2016
- **Introduced digitalisation in the "Transformer"** product segment by extending the functionality (transmission of direct information about the operating status – "Sensformer")
- **Implemented an innovative business model** by integrating the sensor as a new component (free "additional service"), practised a marketing concept according to the "Apple principle" with the result of continuous annual sales growth, in the first year of introduction with 2% sales growth in a stagnating market

Firma AG, Ort (Germany)

2009 – 2012

Energy Business Unit Services Industrial, Oil & Gas: Business volume 1.7 billion, 4,500 employees, 19 production sites worldwide

Vice President – Energy Business Unit Services for Industrial Applications, Oil & Gas

Established and expanded all business areas including realignment of the service as a key value creation component. Created Product Competence Centers at the main plants.

- Established a First Aid Team

FURTHER CAREER STATIONS

Vice President, Business Unit Industry, Energy, Health, IT Solutions (Firma, Ort)	2007 – 2009
Head of Department On-Call Logistics Maintenance Services (Firma, Ort)	2003 – 2007
General Manager Industry, Region South Germany (Firma, Ort)	2000 – 2003
Product Manager Maintenance & Engineering Department (Firma, Ort)	1996 – 2000
Main Department System Technology of the Central Department R & D (Firma, Ort)	1993 – 1996

RESEARCH & STUDIES

- Post-doctoral research fellowship at Argonne National Laboratory, Chicago, USA (1990 - 1993)
- Doctor of Technical Sciences at the Vienna University of Technology (1990)
- Graduate Engineer in Technical Physics at the Vienna University of Technology (1987)

SKILLS

German Mother Tongue
English legally compliant

REFERENCES

- on request