

Curriculum Vitae

Name of staff: Michael Dahm
Date of birth: June 14, 1968
Marital status: Married since 1999, one child
Profession: Graduated Economist
Contact: Email: mdahm@tuev-nord.de
Phone: +49 160 888 2320

Outline of experience

- 19 years work experience in different senior management positions focused on management, international business development and marketing; thereof 13 years in the field of on-/offshore wind energy
- Formation, expansion and management of national and international subsidiaries and business units for consulting companies
- Market research and competition analyses for opening up new markets (e.g. China, Canada, Turkey)
- Economic analyses and drawing up business plans incl. risk assessments for new on-/offshore consulting services
- Preparing specifications, ROI calculations and time-to-market studies
- Drawing up contracts with national and international customer, sub-contractor and OEM
- Coordination of national and international sales activities for on-/offshore consulting services
- Selling and promotion of on-/offshore consulting services to key player in the field of wind energy
- Development, implementation and analysis of marketing concepts for companies in the fields of wind energy and IT
- Economic analysis of marketing activities including drawing up and controlling the budget
- Management of a development project (up to € 3m) including budget responsibility for a leading multinational technology company
- Member of an expert team for consolidation of product lines after a M&A
- Vice executive management of an international consulting company incl. power of attorney

Education

1987 – 1989	Employer:	Brockmann GmbH & Co. KG, Bottrop
	Degree:	Industrial Sales Representative
1989 – 1995	Institution:	Gerhard Mercator University, Duisburg
	Degree:	Graduated Economist

Employment record

1995 – 1996	Employer:	Evangelical Church / Duisburg
	Position held:	Community Service (in lieu of military service)
	Activities:	Management of youth work in a deprived area.
10/1996 – 10/1997	Employer:	Prinserter Deutschland GmbH / Neuss
	Sector:	IT / Hardware
	Position held:	Sales Assistant
	Activities:	Assistance of the sales director during building up of a national and international sales and marketing structure for a new IT hardware product.
11/1997 – 12/2000	Employer:	Siemens AG / München
	Sector:	Technology / Building Technology
	Position held:	Product Manager / Marketing Manager
	Activities:	Identification of technology- and product trends; building up of product concept catalogues; national and international launch of new products; support of established products.
01/2001 – 02/2003	Employer:	web2CAD AG / Amberg
	Sector:	IT / Software
	Position held:	Head of Marketing
	Activities:	Development, implementation and controlling of the whole national/international marketing mix including budget responsibility; further development of the internet portal in terms of content, usability and layout.
03/2003 – 09/2003		Sabbatical
10/2003 – 11/2006	Employer:	ENERCON GmbH / Aurich
	Sector:	Wind Energy / Wind Turbine Manufacturer
	Position held:	Marketing Manager
	Activities:	Coordination of all marketing activities; interface to the sales department; responsibility for the worldwide corporate identity; planning of national and international events/fairs; media strategy including budget control; development, implementation and controlling of the internet/intranet re-launch.

- 12/2006 – 03/2012 Employer: DEWI GmbH / Wilhelmshaven
Sector: Wind Energy / Service Provider
Position held: Commercial Director / Vice Managing Director
Activities: Direction of the business areas administration, sales and marketing; formation, expansion and management of the subsidiaries in Canada, China and Turkey; support of the commercial activities of the international subsidiaries; implementation of an ERP system for the optimization of the business processes.
- 04/2012 – 05/2013 Employer: Bureau Veritas Industry Services GmbH / Hamburg
Sector: Wind Energy / Service Provider
Position held: Business Unit Manager Wind Services
Activities: Formation, management and expansion of the business unit “Wind Energy Services” with the three main service sectors on-/ offshore certification, inspection and technical due diligence; responsibility for the budget, strategy and human resource management; coordination and support of national and international sales and marketing activities; cooperation with other international business units within the Bureau Veritas Group.
- 08/2013 – today Employer: TÜV NORD EnSys GmbH & Co. KG / Hamburg
Sector: Wind Energy / Service Provider
Position held: Head of Department Wind Energy
Activities: Responsibility for the management, strategy and development of the worldwide on-/ offshore wind energy business with the three main service sectors type/ project certification, site assessment/ technical due diligence and inspection; coordination and support of national and international sales and marketing activities; cooperation with TÜV NORD subsidiaries to develop local expert teams for the worldwide wind energy services.

Skills

Key qualifications	Entrepreneurial thinking, self-dependence, goal- and result orientation, problem-solving competence, ability to communicate and to work in a team
Language	German (native), English (fluent)
Software	MS Office, MS Project, Lotus Notes, Adobe Acrobat, Irfan View, Internet Communication
Hobbies	Sailing, Jogging, Cinema, Reading

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