

## **Dipl.-Ing. MANFRED SCHOLZE**

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**Member of the German Society of Engineers Vdi**

**Registered Expert at the G.C.C. Commercial Arbitration Center Bahrain , from 1997 to 2005**

**retired**

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### **PROFESSIONAL SUMMARY**

- Offering 38 years of experience in the power generation industry.
- Thorough understanding of all aspects of power plant installation, commissioning, and operation
- Profound knowledge of design, function and operation of combustion / steam turbines and generators for power generation up to 750 MW
- Extensive managerial skills to direct and manage multi-cultural work teams in an international environment.
- Highly orientated towards customer satisfaction, cost control and continuous process improvement
- Comprehensive knowledge and experience for execution of service projects on steam and gas turbines and generators

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### **EXPERIENCE**

**October 2011 to April 2020**

#### **Siemens Energy Inc., Orlando**

*District Service Manager Field Service International*

- Lead and managed complex projects in the region Latin America like generator replacement and repairs, gas turbine outages
- Directed and managed international service operations Middle and Far East for generators, steam and gas turbines up to 750 MW

**October 2009 to September 2011**

#### **Siemens S.A.C. Lima, Peru**

*District Service Manager*

- Established the District Service Office Peru

- Administrative, tooling, and personnel support for installation, maintenance, repair, malfunction analysis and operation of gas and steam turbines, generators and various other power generation equipment
- Directed planning, coordination and execution for power plant service activities
- Developed and managed financial budgets including cost control for project execution
- Managed, maintained and improved customer relationships in coordination with the regional sales and marketing representatives
- Reviewed order specification to determine job requirements, contractual terms and condition, price, terms of payment and implementation schedule
- Cooperated and negotiated contracts with local suppliers to optimize field service operation

#### **April 2008 to September 2009**

##### **Siemens Energy Inc., Orlando**

###### *Manager Projects and Sales*

- Interface between Sales and Marketing Organization and power equipment engineering departments for the Far East region
- Elaborate Far East customers' needs in order to assist in product improvement development
- Special Projects management in cooperation with high profile Korean companies, contract negotiations for modernization and upgrade projects

#### **March 2005 to March 2008**

##### **Siemens Ltd. Seoul, South Korea**

###### *Manager Operation Technical Service*

- Established, managed and directed the field service operations of the new Regional Service Office in South Korea
- Developed a strategy to replace nuclear LP rotor and stator for 1000 MW steam turbines
- Sales and Marketing of power plant service products, support of new equipment sales
- Review customers needs/trends and advise them on present and anticipated needs and products to identify new business opportunities
- Participate in negotiations and executions of Modernization and Upgrade projects and Long Term Service agreements with customers
- Network with Siemens manufacturing and repair divisions and assist them in meeting customers needs and possible licensee's agreements with local companies

### **March 2001 to February 2005**

#### **Siemens Westinghouse Power Cooperation, Orlando, FL**

##### *Manager of the Field Service Commissioning Group*

- Managed the combustion turbine and steam turbine commissioning engineers for the initial commissioning of new projects in the United States, Canada and South America within the Service organization
- Established two new product lines to meet the customer requirements:
  - Tuning Service: Designed to optimize combustion turbine performance within the permitted emission values and maximum output
  - Post Outage Commissioning: Verify operational performance upon completion of major outages, including safety and functional tests to minimize risk of damages and achieve reliable operation.
- Established strong relationships within the Siemens organization in Germany and the United States to manage the Tuning and Post Outage Commissioning product lines and maximize the market.

### **May 1996 to February 2001**

#### **Siemens AG Power Generation, Manama, Bahrain**

##### *District Service Manager Middle East Region*

- Sales and marketing of service activities for combustion turbines, steam turbines and generators in the entire Middle East area in seven different countries
- Managed planned and emergency maintenance outages
- Advised customers on operational issues and maintenance strategy and introduced to the customers new technologies and proposals for modernization and upgrades.
- Negotiated service contracts and supported new project sales
- Sourced local subcontractors and machine shops to support service projects

### **October 1990 to April 1996**

#### **Siemens AG Power Generation, Berlin, Germany**

##### *Gas Turbine Commissioning Manager*

- Performed initial commissioning, troubleshooting and post outage commissioning on combustion turbines and implemented modernizations and upgrades.
- Assignments were in eight different countries in Europe, Asia and Africa as Site Manager and Commissioning Manager

**November 1984 to September 1990**

**Turbine Factory Goerlitz, Goerlitz, Germany**

*Steam Turbine Service Engineer*

- Commissioned, troubleshooted and performed post outage commissioning after major repair activities on steam turbines and implemented modernizations and upgrades.
- Assignments were in different countries in Europe and Latin America

**August 1976 to October 1984**

**Power Plant Hagenwerder, Germany**

*Steam Turbine Engineer*

- Operation, maintenance and troubleshooting for steam turbines from 20 to 500 MW
- Construction and new commissioning of 2x500 MW coal fired power plant

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**TRAINING AND EDUCATION**

- **Technical College Zittau, Germany** **September 1972 to July 1976**

Master's Degree in Power Plant Technology

- **Technical College Magdeburg, Germany** **September 1980 to April 1982**

Master's Degree for Machinery and Equipment Export (Construction and Commissioning),

**LANGUAGE SKILLS**

**German** mother tongue, **English** fluent, **Spanish** basic, **Russian** basic