

## Foundation



## Ingenieurkontor Guhde GmbH

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Geschäftsführer

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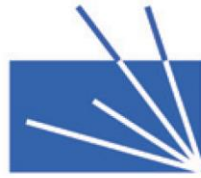
### 1. Technical Qualification / Technology / Quality

- Studies: mechanical engineering, manufacturing technology, welding
- Science, education, application: welding, thermal spraying, materials
- Facility and technology management in national and international structures
- Responsible welding supervision (DIN EN 15085, DIN 2303, AD2000, EN1090, AWS/ASME)
- Intensive work with norms and standards
- Regular certification and quality assurance projects (ISO 9001)
- Competent handling of the relevant software e.g. MS Office, ERP, data bases, presentations etc. incl. simple installation work
- Memberships: DDIM, DVS und VDI
- Reliable network: technology, enterprise and staff guidance, procurement, marketing

### 2. Leadership / Plant Organisation / Plant Economy

- Managing director in France, registered manager, representative managing director
- Supply Chain Management
- Total Quality Management – Trainer
- 6 Sigma Green Belt
- Staff leadership, various hierarchy levels
- Plant organization / salary systems
- Big, medium, small enterprises
- Budget- and cost centre responsibility
- Company organization & change management
- Facilitation of quality action teams
- Based on experience and autodidactic: business administration knowledge
- Work safety: safety officer + intensive application
- Active and vital employee training, free speech, presentation techniques
- Investment justification and planning
- Enterprise creation

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### 3. Sales / Marketing

- Sales engineer for technically complex products national / international
- Guidance of negotiations
- International cooperation and procurement
- Active and passive exhibition visits

### 4. Character

- Customer focused
- Clear cost sense
- Focus on structured, reproducible processes
- Regular trainings, welding technology and other; autodidactic education
- Loyalty and integrity
- Reliability and self-responsibility
- Clear delegation
- Targeted and systematic working style
- Extreme focus on high productivity of all departments
- Inspired and creative
- Competent in communication with business partners, staff and colleagues
- Ability to adapt and to integrate
- Languages: German, English, French
- Physical and mental fit and efficient