

MICHAEL HEINZE

Grasweg 39 • 14532 Kleinmachnow, Germany
Mobile: +49 (0)162 2142 102 • Email: michael.heinze@change-creates-energy.com
[linkedin.com/in/heinzemichael/](https://www.linkedin.com/in/heinzemichael/)

CAREER SUMMARY

Target Role

Managing Director | Business Unit CFO | Interim Manager
| Transformation & Change Manager – in industrial
manufacturing, industrial services or facility services



Core Competencies

- Steering and expanding business with strong operations focus (20+ years as BU CFO with P+L responsibility for global structures in complex product / project / service businesses)
- Driving profit (+36%) and cash flow improvement (+91%) within one year (w/o growth)
- Crisis management (e.g. Covid19 with stringent cost/cash mgt; project risk mitigation 100 mio)
- Designing and implementing structured company (performance) programs, incl. target setting
- Creating and executing strategies: globalization, outsourcing, restructuring, turnaround
- Developing, leading, motivating and integrating international, heterogeneous teams
- Generating value-add through entrepreneurial drive, broad generalist skills (operational and functional) and excellent communication know-how
- Applying a highly target-driven, agile management style in dynamic, adverse settings
- Drawing on a broad industry background: large industrial assets (turnkey), electrical equipment, services, facility management, private equity

Professional Experience

Apleona GmbH, Neu-Isenburg (Facility Mgt, turnover 2 B€, 15,000 employees) **Oct 2020 – Aug 2021**
Managing Director, Financial Director Region DACH (turnover 1,2 B€, 10.000 employees, market leading profitability) - tasked with driving growth and performance management under PE ownership

Interim Manager, Consultant (self-employed) **Jun 2019 – Sep 2020**
Apleona GmbH, Neu-Isenburg, Interim Manager
Ramp-up of consulting and interim management business
Nov 2019 – Sep 2020
Jun 2019 – Oct 2020

Siemens AG, Berlin **Jul 2011 – May 2019**
Director Finance Power Generation Services Europe/Africa, Berlin (turnover 1 B€)

Siemens Energy Inc., Orlando (USA) **May 2007 – Jun 2011**
Director Finance Power Generation, Generators (turnover 500 M€)

Siemens AG **Oct 1995 – Apr 2007**
General Manager Finance Medium Voltage Components, Berlin Apr 2004 – Apr 2007
General Manager Finance Energy Mgt Turnkey Systems, Nuremberg Oct 2000 – Mar 2004
M&A Project Manager Corporate Finance, Munich Oct 1995 – Sep 2000

University of Passau / Professional Training

Degree in Studies of Business Administration: **Diplom-Kaufmann** 1990 – 1995

Courses in Management, Leadership, Finance (incl. financial analyst training at JPMorgan, NY) as well as Entrepreneurship and Communication

Of Relevance

Languages: German (native), English (business fluent), Spanish (fluent), French (basics)

Personal: German national, married, two children (20, 24)

Membership: Dachgesellschaft Deutsches Interim Management DDIM e.V.