



Dipl. Ing. Arne Wölper

Branches

- maritime industry: shipyards, suppliers, shipping companies, ports, authorities
- plant / steel construction
- tourism: cruise industry

Competencies

- transformation processes (restructuring, merger, PMI, digitalization etc.)
- green field projects / setup of companies
- holistic increase of efficiency of processes and companies from development of strategies on C-level to operational implementation
- pragmatic change management, based on proven theories (John P. Kotter, Rick Maurer)
- certified business coach

Solid Basis

- over 30 years of experience in the maritime industry as top executive, interim manager and consultant
- solid operational and commercial know-how
- international operational experience: Europe, China, Singapore, Brazil
- engineer (university degree) incl. long term training in all workshops of a shipyard

PROFESSIONAL EXPERIENCE ARNE WÖLPER

Professional experience in consulting and interim management

Since 08.2013

Examples

- Development of a container terminal in Italy to the BoD decision-making stage
- Asset evaluation incl. market analysis and recommendation for action in critical business situation
- Digitalization / introduction of a C19 tracing application on board
- Establishment of a cruise shipping company from scratch
- Optimization of production processes and risk analysis at a shipyard in The Netherlands entering into the cruise business
- Optimization of production processes at a shipyard in Spain experiencing massive problems in the construction of a cruise ship
- Head of Strategic Projects & Technic, restructuring the procurement of ships and aligning the organization for growth
- Change management workshops and trainings in the context of an international group restructuring
- Implementation of fleet consolidation, development of customer-service provider relationships, contract negotiations
- Conceptual design of fleet merger including organizational and cost analysis, stakeholder management
- Acceleration of the post-merger integration phase of a ship management company
- Development and establishment of a more environmentally friendly energy supply in five European ports
- Establishment of a shore power supply with cooperation partners
- Expansion of after sales service incl. cost & revenue analysis and start of change project

PROFESSIONAL EXPERIENCE ARNE WÖLPER

Professional experience in various management functions

07.1990 – 12.2013

Examples

- Company turnaround (sales increased by more than 250% and net income increased from a significant loss to the best result in the company's history)
- Management of major port construction projects in Germany and abroad
- Due diligence of container handling and technical divisions as part of a 50/50 merger
- Spin-off of technic division and merger with another company for industrial services, PMI
- Development of a workshop organisation into a provider of high-quality technical services in terms of total cost of ownership
- Restructuring of purchasing, especially in Poland and China, as well as a joint venture in Singapore and establishment of manufacturing in China
- Introduction / re-customizing of SAP R3
- Introduction of an order pre- and post-calculation, sales analysis and corresponding alignment of sales and production
- ... as well as various reorganization projects to increase efficiency and safety

PROFESSIONAL EXPERIENCE ARNE WÖLPER

Since 08.2013

THREE60°, Pinneberg, Germany, Interim Management and consultancy
Founder and Managing Director

06.2010 – 12.2013

AIDA Cruises, Rostock, Germany
Vice President Marine and Technical Operations

Designated Person Ashore, Director HESS Policy & Compliance; Responsibility: fleet management incl. safety, technical and nautical operations, health & medical, security, energy & environment, destination management, crisis management; Budget > approx. 350 Mio. € p.a.; employees ashore: approx. 100, at sea: approx. 1.200

02.2009 – 05.2010

Hamburger Hafen- und Logistik AG, Hamburg, Germany
Consultant

11.2004 – 01.2009

LINTEC GmbH & Co. KG, Buxtehude, Germany, Plant engineering & construction company
Managing Director Engineering and Production, Member of BoD of JV in Singapore
Turnover 2008: approx. 34 Mio. €; employees at headquarter: approx. 50, >300 incl. JV and subsidiaries

09.1999 – 09.2004

EUROGATE Technical Services GmbH, Bremerhaven, Germany
Managing Director

Company for technical services for the port industry in Bremerhaven, Bremen und Hamburg
Turnover approx. 60 Mio.€; employees approx. 440

07.1990 – 12.1999

EUROGATE Container Terminal KGaA, Hamburg, Germany
Director of Technical Division

Budget responsibility approx. 50 Mio. €; employees approx. 95

04.1989 – 06.1990

Technical University Hamburg-Harburg, Institute for Offshore Industry Research engineer

EDUCATION

10.1982 – 10.1988	Degree in Naval Architecture, University of Hamburg / Hannover Incl. various specialist internships in Germany and abroad
05.1980 – 08.1980	Nautical training on a Barge Carrier, sailing Europe - Africa
10.1980 – 12.1981	German Navy Service on a missile-armed speed patrol boat, Olpenitz, Germany

MISCELLANEOUS

Since 2021	Co-organiser of the DDIM e.V. , sub-group Hamburg (German Interim Management Organisation)
2007 – 2008	Lecturer at Bucerius Law School - Hamburg, Germany
For many years	Member of several working groups in the maritime industry, chamber of commerce and international corporations
Languages	English: business fluent, French: basics
Memberships	DDIM e.V. (German Interim Management Association) Schiffbautechnische Gesellschaft e.V. (German Association of Ship Builders and Naval Architects)