

CURRICULUM VITAE

Thore Perlitz

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Personal Details

Date of Birth: March 12th 1963

Marital Status: married

Extensive sales- and project experience in process engineering and contracting, project management; contracts according to VOB, BGB, FIDIC (yellow book), managed turn-key contracts within budget and on schedule incl. claim management, contractual risk analysis and – evaluation, proactive project controlling, auditing of sub- suppliers

Sales-, Proposal- and Key Account management in EPCM (reimbursable, LS), EPC LSTK, Target price arrangements incl. bonus / malus principle

Developed and managed proposals with up to 20 people with a total value of more than 500 Mill. EUR mainly in renewables, oil and gas, green hydrogen, chemical as well as minerals & mining projects worldwide.

Managed orders with a total value of more than 50 Mill. EUR, mainly for solid-liquid separation as well as industrial furnace plants (pit furnaces for aluminium industry, walking-beam furnaces for copper and steel industry, forging furnaces for steel industry)

Professional Experience

Jul 2022 – up to date **MEAB Chemie Technik GmbH, Aachen**
Head of Projectmanagement

- manages MEAB's team of research engineers for developing innovative projects with the focus on CRM
- develops and integrates environmental friendly and economical hydrometallurgical new processes

Dec 2020 – Jun 2022 **Enexio Water Technologies GmbH, Hürth**
Senior Sales Manager

- generates sales contacts to key accounts for water and wastewater projects
- develops business plan for DACH/Benelux
- initiates and manages change processes

Feb 2018 – Oct 2020 **MMEC Mannesmann GmbH, Düsseldorf**
Senior Sales Manager

- generated proactively sales contacts to key accounts for engineering services and EPC contracts, mainly in renewables, chemistry, integrated energy (incl. green hydrogen), oil and gas
- managed proposal teams (engineers, technicians, commercial and legal team members) of up to twenty people for greenfield and brownfield projects with a volume of up to 100 Mill. €

Jan 2015 – Jan 2018 **MBE Coal and Minerals Technology GmbH (formerly KHD Humboldt Wedag Coal and Minerals GmbH), Cologne**
Area Director Europe and Middle East

- developed long- term relations to key accounts for the physical beneficiation (crushing, milling, screening, flotation, magnetic separation, centrifugation, thickening)
- negotiated technically and commercially with contractors and engineers
- developed technical processes for elements of high supply risk and/or high importance for clean energy (REE, Tungsten, PGE, Niobium etc.) as well as urban mining projects from industrial and municipal waste

Apr 2006 – Dec 2014 **Andritz Separation GmbH, Cologne**
Key Account Manager

- sold 78 solid/liquid separation plant units (Centrifuges / Beltpresses / Beltthickeners / Filterpresses)
- developed long- term relations to key accounts for solid-liquid separation (thickening, dewatering by centrifugation and filtration, thermal drying)
- developed projects in the mining & minerals, environmental business; recycling of different plastic fractions by applying Censor Technology to industrial waste fractions
- run a number of projects for industrial clients (bidding volume up to 15 Mio. EUR per project)

2003 - 2006

Earthtech Umwelttechnik GmbH, Neuss
Business Division Manager Environment

- run solid-liquid separation projects for industrial and municipal clients incl. membrane filtration (bidding volume up to 33 Mio. EUR)
- done contractual negotiations (technically and commercially) with turn-key suppliers and engineers until successfully signing the contract
- developed and submitted project documents necessary to take part in different contractual competitions
- managed European project teams of up to eight people (mostly engineers and technicians)

1998 - 2002

Andritz maerz GmbH, Duesseldorf
Project Manager

- managed EPC- contracts for industrial furnace plants with technical and commercial responsibility from contract signature to successful taking-over of end-user; contract values up to 15 Mio. EUR
- done risk analysis, claim- and change management
- audited sub-suppliers
- implemented continuous improvement processes
- managed project teams of up to eight people (mostly engineers and technicians)

1996 - 1997

KHD Humboldt Wedag AG, Cologne
Project Manager

- managed EPC- contracts for centrifuge dewatering plants with technical and commercial responsibility from contract signature to successful taking-over of end-user; contract values up to 3 Mio. EUR
- done risk analysis
- done claim management
- managed project teams of up to four people (mostly engineers and technicians)

1993 - 1996

Axel Johnson Engineering GmbH, Neuss
Bid Manager

- run a number of projects for industrial and municipal clients (bidding volume up to 3 Mio. EUR)
- negotiated contracts technically and commercially

1989 - 1993

Hoesch GmbH, Dueren
Test Engineer

- done testwork with solid-liquid-separation equipment, mainly filterpresses
- dimensioned and designed processes on the basis of solid-liquid-separation tests

Education

2010 – 2013	FernUniversität Hagen Environmental Manager/ Umweltmanager
1984 – 1989	University of Applied Science Aachen Chemical Engineering/ Chemieingenieurwesen Title: Dipl.-Ing. Thesis: “Development of Recycling Strategies for Aluminium-Polyethylene Compounds”

Language – and IT Skills

German	native speaker
English	full professional proficiency
Spanish	elementary proficiency
French	elementary proficiency

MS Word, Excel, Project, Powerpoint, Outlook, Navision, Sales Force

Memberships

VDI	Verein Deutscher Ingenieure
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Certificates

University of Helsinki	Elements of Artificial Intelligence Introduction Course 2018
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January 19th, 2023

