

Client Name

Chief Operating Officer

Resourceful and customer-centric executive with extensive national and international experience facilitating global 500 corporations in accomplishing short/long-term targets through operations optimization initiatives while enhancing productivity of underperforming areas.

Credible history of leading and overseeing product line operations, including global sales force, international front-end sales, business development, and key account management. Proven track record of developing and directing high-performing teams across multiple geographical locations with keen focus on producing high-tech industrial products. Instrumental in executing complex transformational projects within agreed timelines and budgetary constraints. Recognized for identifying operational redundancies and implementing continuous process improvement strategies to enhance organizational productivity. Persuasive negotiator with exceptional communication skills in Chinese, English, and German; cultivating productive stakeholder relationships, leading client dialogues, and collaborating with cross-functional departments.

Areas of Expertise

- Strategic Planning & Implementation
- Operations Management Initiatives
- Business Development & Management
- Continuous Process Improvement
- Production Planning & Development
- Budget Planning & Allocation
- Enterprise Resource Planning
- Quality Assurance & Control
- Risk Assessment & Mitigation
- Policies & Process Execution
- Staff Training & Development
- Relationship Management

Key Accomplishments

- Led entire aspects ranging from planning till execution, including equipment, infrastructure, logistic, and personnel for new factory with 50M€ investment and 100 employees.
- Built cross-functional teams across three countries featuring CH, SE, and PL, as well as maintained end-to-end operations.
- Migrated production and supply chain operations of highest power converter from Switzerland to China successfully.
- Sourced and negotiated contracts with major suppliers for first six forward speeds automatic gearbox.
- Designed new business operations and risk control procedures in line with organizational requirements.
- Ensured X2 upgrade in Sweden and achieved record booking of 200+M\$ by deploying robust change management procedures.
- Steered business growth by pioneering project proposal sales of 12M\$ in Taiwan.
- Formulated and instituted 1st ever global salesforce training with incorporation of productive modules.

Career Experience

Head of Operation, Product Line E-Mobility, ABB, Turgi, Switzerland

12.2019 – Current

Spearhead all phases of Advanced Product Quality Planning to develop top-notch products. Build and manage team distributed across three countries, by overseeing numerous functions, including production engineering, SCM, quality, and project management.

- Ensured proper execution of major automotive standards (IATF 16949) to attain quality qualifications from globally recognized automotive OEMs.

Global Head of Sales, Energy Storage System, ABB, Turgi, Switzerland

1/2019 – 11/2019

Managed global sales budget of 50Mio USD/y by allocating existing resources effectively. Launched new product line to world-wide market successfully in line with robust marketing strategies. Coached and mentored international team over new product line selling roadmaps to elevate top-line revenue.

- Negotiated contract worth 10+M € with new client, while augmenting sales pipeline.

Global Head of Sales, Auxiliary Converters, ABB, Turgi, Switzerland

10/2015 – 12/2018

Directed and unified sales team belonging from acquired company in Italy. Identified and mitigated potential risk factors associated with business processes to capitalize on opportunities. Partnered with R&D and product management team to outline product portfolio aimed at maximizing profitability.

- Oversaw 40M\$ global sales budget by leveraging industry-related expertise over end-to-end operations.
- Cultivated productive relationship with customer, resulting in placement of order worth 14M\$ in a year.
- Executed initiative of transforming team of seven employees from domestic to global sales team.

Area Sales Manager, Traction Converters, ABB, Turgi, Switzerland

09/2011 – 09/2015

Established, maintained, and expanded business development and front-end sales across diverse regions featuring SEA, Greater China, Sweden, and South Korea. Implemented best practices for managing and facilitating sales operations in multiple American and Chinese factories. Negotiated commercial amendments to contracts during project completion phase.

- Played vital role in setting highest recorded global order intake in 2014.
- Developed local sales team of two employees from scratch in Taiwan.
- Implemented seamless communication/follow-up processes with China and USA sales team to streamline global sales operations.

Head of Engineering and Support, ABB Engineering, Shanghai, China

10/2010 – 08/2011

Built local engineering, project execution, and sourcing teams from initial point. Directed overall aspects regarding engineering/production localization and client-dialogue. Safeguarded ABB's Intellectual Property while transferring engineering tasks to partner.

- Developed highly efficient cross-functional team of five direct reports, a project manager, and four site engineers.
- Orchestrated localization project from CH to CN in line with outcomes elicited from business trends analysis.

Supplier Quality Engineer, Purchasing Department, SAIC Shanghai General Motors, China

07/2005 – 02/2008

Adhered to IATF 16949 while building and releasing new suppliers in purchasing phase. Utilized quality tools such as FMEA, SPC, and MSA to develop supplier's quality control process during design phase. Spearheaded product and process validation lifecycle to ensure maximum end-user satisfaction. Conducted root cause analysis to identify areas of improvement concurrently devising robust control processes.

- Ensured top-notch delivery of all gear suppliers in highly advanced General Motors automatic gearbox project.
- Acquired expertise regarding IATF 16949, manufacturing, and purchasing process.

Additional Experience

Intern, Supply Management Department, Power Electronics & MV Drives, ABB, Turgi, Switzerland

Teaching Assistant, Chair of Entrepreneurial Risks, Department of Management, Technology, and Economics, ETH Zürich

Educational Background

Master of Science in Management, Technology and Economics, 02/2008 – 10/2010

Eidgenössische Technische Hochschule Zürich (ETH), Zurich

Bachelor of Engineering in Mechanical Design, Manufacturing and Automation, 09/2000 – 06/2005

Tongji University, Shanghai

Professional Training

Lean 6Sigma White Belt, on-line program | Pricing Strategy, IMD, On-line Program | Virtual Leadership, ABB University, Dättwil | Creating and Presenting Business Cases, ZHAW, Baden | ABB Life: Training for Junior managers, ABB University, Zürich | Contractual matters in Practice, ABB University, Baden | Effective Negotiation Techniques, ABB University, Baden | Commercial and Legal Aspects of a Contract, ABB University, Baden | Supply Chain Management Basic, ABB China, Beijing | Six Sigma Quality Control, General Motors, Shanghai | ISO9001/TS(IATF)16949 Auditing, General Motors, Shanghai | SQE Tool: APQP, PPAP, FMEA, MSA, SPC, General Motors Shanghai