



Thomas Hinrichsen

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General Profile

International management skills with focus on Asia Pacific and Europe, intercultural communication skills, worldwide operation and problem solving, international business development, results-driven approach, strong negotiator in English and German, strategic planning, M&A and post-merger integration, sales and key-account-management, financial expertise, background in machinery and electrical components.

Core Elements

Intercultural Communication skills

Worked abroad since 1997 in Japan (13 years), Australia, Hungary and Turkey, Netherlands, strong business and projects relations with Korea, China, Taiwan, North America, Western European countries, Poland and Russia.

Management skills

Managing foreign subsidiaries, heading operations of up to 200 employees, Start-up, interface and business reporting to German Head-Office, providing an economic view on daily operations, individual staff motivation, training and education support, budget planning and monitoring, operational excellence.

Core Elements

Sales skills

Experienced key-account-management and sales execution, claim management and root cause analyses, individual sales goal settings and performance evaluation, development and training of international sales teams.

Business Development

Strategy planning and analyses, development of project teams, development and coordination of international projects, M&A business and post-merger integration, restructuring processes, development of cooperations.

Technical Skills

Excellent knowledge in electrical engineering of machineries and electrical components, paper and PVC-foil lamination production, ATEX environment, production machinery, energy management, TIC industry, product testing and certification, technical certifier scope IT equipment and electrical components, CB-Scheme LTR for the scope for CABL, CONT, INST, OFF, POW, PROT, TRON.

A b o u t T h o m a s H i n r i c h s e n

Born in 1968, he started his professional career as an apprentice for industrial machinery and control engineering. With this professional training he began working in the industry and quickly grasped core production issues and difficulties. He subsequently completed a Bachelor degree in Electro and Energy Technology at the IHK Nurnberg.

He then returned to a commercial position as Technical Department Manager in charge of among others maintenance of the machinery park, developing new production machineries and energy consumption management.

He returned to university at Märkische Fachhochschule to study Electrical Engineering. In 1997, Hinrichsen moved to Japan to work for an international German-based company as Vice Director for Products Certification. During this time he was in charge of 200 employees and 40 million Euro turnover. In this leadership position he doubled company revenue and to achieved 2 digit EBIT growth annually.

After Hinrichsen returned to Germany at the end of 2011 he started his career as Regional Manager Western Europe for Product Testing. He developed two countries and implemented a restructuring program in another two countries. This resulted in the region's first-time positive EBIT in 2013. Hinrichsen developed strong intercultural communication skills and proved his flexibility in new situations to provide a turnaround.

As Interim Manager Hinrichsen was assigned to Australia, Hungary, Turkey and Netherlands. During these assignments he mainly focused on Sales, restructuring, start-up, realized one furniture laboratory and one Headquarter including Laboratories of 4500sqm, post-merger integration, business development and provided training for the local employees.

Language

German: mother tongue

English: business fluent

Japanese: basics