

## Curriculum Vitae

Dipl.-Ing. Volker Klosowski



### Profile

Earnings- and goal-oriented, experienced, value-driven, strong management personality. Width industry and technical knowledge in the service sector. Special ability to motivate and promote people both nationally and internationally and to establish and to expand organizations strategically and operationally, to develop businesses, but also - where necessary - consistently to restructure.

Through proven very good analytical, conceptual and at the same time pragmatic thinking and judgment, able to deal with the highest complexities, without losing contact to the operative business and market.

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### personal data

adress	In der Rohde 20 44869 Bochum
phone	mobile +49 176 30674747
e-mail	volker.klosowski@gmx.de
date of birth	08.04.1966 in Bochum-Wattenscheid
marital status	married, 3 children (1989, 1991 u. 1992)
languages	German, native language English, fluent

### education

1972-1976	primary school Wattenscheid
1976-1985	high school Wattenscheid / Abitur
1985-1986	military service, signaller, Rendsburg
1986-1991	Study Chemical Engineering Technical University Dortmund graduation: Diplom Ingenieur

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## Professional background

### 2011 - 2014 TÜV Rheinland AG Member of executive board

- operational responsibility for all TÜV Rheinland activities in Germany. Sales > 900 mio.€ per year incl. profit and loss responsibility, ca. 8000 Employees, about 63 holdings
- strategy - incl. sales and profit responsibility for all global TÜV Rheinland activities.
- leadership of the nine divisional directors and their teams
- development and implementation of the global business unit strategies
- introduction and implementation of various strategic M & A projects up to 150 mio.€ purchase price
- ensuring a dynamic growth
- introduction and implementation of the turnaround of the division products
- establishment and expansion of key personnel in the first and second management level
- optimization of complex management structures
- acting head of the division and the business unit industry for a period of approx 14 months
- optimizing and etabilizing the newly introduced process management software solutions in particular in the business units products, systems, and life and healthcare
- global dynamization of business development in „soft lines“
- fit and implementation of a structured and standardized innovation process

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### 1991 - 2011 TÜV Nord AG

2004 - 2011

Member of executive board „industrial services and international“

- responsible for national and international sales of more than 400 mio.€ per year, including profit responsibility, about 4500 employees, about 35 domestic and foreign holdings
- responsibility for defining the business unit strategies
- ensuring a dynamic growth at home and abroad
- establishment of a management team to manage and control the regional strategies and corporate developments
- development and integration of a cross-company leadership concept
- employee motivation and retention
- participating in relevant rulemaking bodies of technical safety and security
- development of new business segments in the context of growth strategy
- optimization of complex management structures
- integration and promotion of cooperation with the foreign companies
- representing the interests of TÜV NORD AG in various supervisory boards in domestic and foreign companies

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### 1991 - 2011 TÜV Nord AG

2001 - 2004

Member of executive board RWTÜV e.V. / sole manager RWTÜV Systems GmbH

- operational responsibility for the industrial customer business in Germany and abroad. Sales about 110 mio.€ per year including profit responsibility about 1600 employees
- establishment and leadership of a professional centralized sales organization
- restructuring and realignment of the German lead company, result turnaround already in 2001 with sustained positive earnings
- staffreduction from 850 to 550 employees at almost constant sales, annual productivity increase of 8% on average, recovery of equity
- double-digit profitable growth abroad
- preparation and negotiation of the merger with TÜV Hamburg e.V. and TÜV Hannover Sachsen Anhalt e.V. to TÜV NORD group within the core team of RWTÜV e.V.

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### 1991 - 2011 TÜV Nord AG

2000

Head of business unit plant safety and production / Procurement  
RWTÜV Systems GmbH

- operational sales and profit responsibility for the German operations. Sales about 30 Mio.€ a year, about 350 employees
- merging the former departments „steam and pressure engineering“ and „production monitoring“
- site consolidation
- entry into the field of renewable energy, online monitoring and other innovative services

1996 - 2000

Head of department steam and pressure technology  
RWTÜV Systems GmbH

- operational sales and profit responsibility in Essen region, sales quadrupled in four years, increasing profitability in double-digit EBIT margin
- integration of the remainder central units system analysis, non destructive testing, mining and dry cleaner
- business development and building a professional sales
- control of staff growth with a simultaneous reduction of demographic risk, the number of employees could be developed from 12 to 50
- introduction of standardized and structured training moduls to safeguard and develop the know-how

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### 1991 - 2011 TÜV Nord AG

1995 - 1996

Deputy head of department steam and pressure technology,  
Essen, RWTÜV Systems GmbH

- see above
- nationwide expert / project manager for process and plant safety

1991 - 1995

Expert, department steam and pressure technology,  
Duisburg, RWTÜV Systems GmbH

- recognition as an expert in accordance with § 14 German Equipment Safety Act for pressure vessels and steam boiler plants, pipelines and tanks of hazardous goods
- recognition as an expert in accordance with §22 of the regulation in plants handling water-polluting substances
- recognition as an expert in accordance with § 29 Federal Pollution Control Act
- named member of cross-industry expert circles
- key account manager RWE DEA, Sachtleben, VTG,

### committees / memberships

- Commission on process safety set up by the Federal Ministry for the Environment, Nature Conservation and Nuclear
- CEOC International, Brüssel  
member of the executive board
- BDI committee, SME's and family businesses
- Energy Hills e.V., Aachen  
chair of the supervisory board
- VDI
- Rotary Club Essen Baldeney
- FES Manager Circle