

Pieter D'haen

International Director

PERSONAL SUMMARY

AREAS OF EXPERTISE

Project management
Financial management
Business leadership
Supply chain management
Procurement
Cost control
Business plan implementation

Strong technical background and commercial expertise with senior level multi-cultural managerial experience. A self-motivated and resourceful senior manager with international experience in renewable energy project development and delivery. Possess excellent communication and negotiation skills, with the ability to establish and maintain long-term, profitable relationships with business stakeholders.

WORK EXPERIENCE

Natural Power – Dalry, Scotland

PROFESSIONAL

Dutch speaker (native)
English speaker (fluent)
French speaker (basic)
MBA
MSc applied sciences – marine engineering and naval architecture

INTERNATIONAL DIRECTOR September 2016 – Present

I focus on developing and implementing the company's global strategy, delivering geographical and sector growth. Reporting to the managing director, I am accountable for the competitive success of the group's operations outside of the UK and the company's positioning within the industry. As a board member of all non-UK entities of the Natural Power group, this extends to corporate responsibilities for these businesses, in addition to direct line management of all non-UK managing directors.

Duties:

PERSONAL SKILLS

Strategic planning
Customer focus
Innovative and imaginative

- Set competitive strategies, considering the macro-environment, competitors, Natural Power's business plan and team KPIs.
- Drive and report on financial performance, revenue and net profit growth within a matrix organisational structure.
- Deliver sector and technology diversification, creating strategies and directing senior managers, to establish internal competencies and external reputation.
- Develop new geographical markets, identify local partners and promote strong relationships.
- Project sponsor for the development of core new-technologies and services.

Rame Energy PLC – Plymouth, UK

CHIEF OPERATING OFFICER MAY 2014 – AUGUST 2016

PERSONAL DETAILS

Pieter D'haen
Sandybraes
Twynholm
Kirkcudbright
DG6 4NJ
UK

M: 07966 901 926
E: p.dhaen70@gmail.com

Nationality: Belgium

ACADEMIC QUALIFICATIONS

MBA
Open University Business School
2002 - 2005

Master of Science in
Electromechanical Engineering
(Maritime Engineering)
Ghent University, Belgium 1988 – 1993

I was responsible for the day-to-day running of all operations of the business, with a particular emphasis on business development and commercial leadership, delivering high quality projects and improving efficiency.

Duties:

- Developing and directing the implementation of business strategy.
- Leading multi-disciplined, multi-cultural teams and resolving any conflicting priorities.
- Developing and maintaining the company's renewable projects development portfolio.
- Accountable for the timely delivery, to budget, of full lifecycle projects, from green-field site, through construction to operational and maintenance phase of wind and solar projects.
- Leading negotiations of commercial contracts with project stakeholders, including land leases, offtake agreements, subcontracts, partnership and co-development agreements.

Seawind International – Plymouth, UK

TECHNICAL DIRECTOR June 2004 – April 2014

I was responsible for establishing and cultivating the newly established company's expertise in wind project development and wind turbine technology, initially focused on contracting and consultancy opportunities in the offshore and onshore wind sector. From 2008 the company diversified into the development of wind farm projects in South America and Asia. As part of this strategy, I set up a subsidiary office in Chile with a full technical, commercial and business development team.

I was also project director for a variety of strategic projects, including leading the partnership with a Chinese company for the design and implementation of a 2MW prototype wind turbine, and a co-development partnership with Goldwind for South American wind farm projects.

Duties:

- Identifying and developing the technical skill set and team to implement the business strategy.
- Developing a network of business partners and building relationships with suppliers.
- Liaising with officials of government departments and regulatory bodies in Europe, South America and Asia.
- Contract negotiation with suppliers, partners and clients.
- Managing and coordinating multi-cultural teams across three continents.
- Keep control of project expenditure.
- Producing presentations and reports for board members and shareholders.

Seastructures Ltd. – Plymouth, UK

PROJECT MANAGER November 2001 – June 2004

Working for a specialist marine construction company, I led the construction team and was accountable for the commercial performance of several marine construction projects in the UK and Ireland, each with a value between £1m and £4m.

Duties:

- Refining the design and developing the construction methodology.
- Project planning and budget control.
- Management of engineering and commercial team.
- Negotiation with client and commercial settlement.
- Quality control, health and safety responsibility.

KEY SKILLS AND COMPETENCIES

- Strong technical skills in electrical, mechanical and construction disciplines.
- A track record in senior management in a multicultural environment.
- Proven ability to secure new business opportunities.
- Can maintain close and positive relationships with relevant authorities, customers and suppliers.
- Financial and commercial acumen at project and strategic level.