

Stefan Hartge

Senior Consultant, Engineer,
Business and Product Innovator

Aiming to transform, create, grow
sustainable businesses in renewables,
grid integration and e-mobility.



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MY OBJECTIVES

- Outcome oriented professional advise for better business.
- A trustworthy partner to make the right decisions.
- Outperform the competition, generate growth.
- Drive cost-effectiveness in an b2b environment.
- Differentiate your products and lead your market.
- Clarify problems for remedy.
- Develop a team-setup to win.

MY ACHIEVEMENTS

- 2018, Germany - Finalized a product for a \$300M segment during a disinvestment period.
- 2016, globally - Cut project erosion by 90% for a \$1B power business.
- 2015, US/France - Clearance at EU Commission for Power Quality as part of a \$12B M&A.
- 2012, Sweden - Delivered demonstration offshore turbine on time for a \$5B segment.
- 2008, Romania - Turbine product launch to grow market penetration by 8pts, 1GW/\$2.5B
- 2006, Germany - Transformed R&D department to support 150% growth of an SME, 3\$B sales.
- 2004, Germany - Worldwide first certificate for wind turbines with power plant features.

MY COMPETENCIES

- Working with investors, boards, executives and their teams to tackle challenges globally.
- Business and product engineering.
- Market due diligence and bankability of investments.
- Process development and improvements.
- Drive cross-functional programs from start to finish.
- Lead growth programs, incl. M&As.
- R&D management and systematic product innovations to deliver on return on invest.
- Standardize and commoditize products to lower the costs of a globalized supply chain
- Technical compliance, regulations, lobbying and litigation.

business &
product
leadership



bp-L consultancy GmbH
Friedrichstraße 95
10117 Berlin

MY EXPERIENCES

- +20 years of experience in the power sector, wind, solar and grid industry
- Power electronics, systems, generators, drives
- System integration, compliance and certification
- Experience in Europe, NAM, LATAM, China, India
- Worked with utilities, OEMs, developers, EPCs, suppliers, operators, investors, service providers

Companies:

- 2019, bp-L consultancy
- 2012-2018, GE Power Conversion
- 2007-2012, GE Wind on- and offshore
- 1999-2007, Enercon R&D management
- 1999, Siemens Power Generation

MY QUALIFICATIONS

- 2019, cand. of an Executive Program at the University of St. Gallen (Exec. M.B.L.-HSG)
- 1999, Diploma, Electrical Power Engineering, (Univ. of applied Science Karlsruhe)

Certificates:

- 2018, Harvard negotiation course (Boston).
- 2013, Product Management with Eric Ries (GE).
- 2009, Leadership Development Course (GE).
- 2004, Top Management Training (Enercon)

MY SOFT SKILLS

- Charismatic self-confident appearance, persistence, respecting people and culture.
- High sense of responsibility, active listener.
- Developing, connecting people, driving change.
- Business acumen and financial awareness.
- Reliability, resilience, faithful and accountable.
- Intuitive, future as well as goal and fact oriented.

MY NETWORK

- Advisory boards, C-Level decision makers.
- Engineering experts, certification bodies.
- Utilities, IPPs, OEMs, supplier.
- Legal and financial advisors.
- Investors, banks, developer.
- Governmental and trade organizations.

MY INTERESTS

- Renewables ...
- Power Electronics ...
- E-Vehicles ...
- ... at the grid
- Blockchain in energy
- China's OBOR
- Electrify Africa
- Passion for people