

## Personal Data

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Name Dr. Bernd O. Stottok (PhD, MSc, Dipl.-Ing.)  
Date of Birth 29 July 1966  
Place of Birth Nuremberg  
Nationality Germany

## Training and Qualification

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Studies Electrical Engineering (Dipl.-Ing., Friedrich-Alexander-University Erlangen-Nuremberg, Germany, 1994)  
Applied Science & Research (MSc, Danube University Krems, Austria, 2010)  
Doctor of Philosophy in Computing & Creative Technologies & Engineering (PhD, Leeds Beckett University, Leeds, England, 2016)

Leadership 20 years experience of managerial responsibility: Professional and disciplinary managerial responsibility within national and international companies in the area of project management, engineering, sales and business development

Project Mgmt '20 Keys' expert for optimising factories and manufacturing plants within the rail transportation technology business (2006)

Sales 'Winning Complex Sales' expert (2008)

Sports Club supervisor for amateur sport, supervision of teenagers (since 2001);  
Exercise instructor for amateur sport, supervision of teenagers (since 2002);  
B Trainer for professional sport, supervision of adolescent athletes (since 2004);  
A Trainer for professional sport, supervision of adolescent and national team athletes (since 2013)

## Lecturing and Research

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10 years of research experience and coaching: Quantitative research in the rail telematics systems environment as well as in the areas of IT and Service Delivery Platforms; Grounded Theory Methodology und Colour Coding Method; Supervision of diploma and master theses, various own publications and presentations in an international context

## Professional Experience

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Project Manager Sales and Marketing for substation automation and grid protection  
Group Leader Sales and Marketing for the export sales of communications and guidance systems

Key Account Mgr Sales and Marketing for gears and gear motors  
Group Leader Sales and Project Management electrical engineering and information technology

Group Leader Engineering vehicle control systems  
Group Leader Engineering circuit engineering  
Regional Director Strategy rail transportation systems  
Team Leader Key Account Management for grid control systems  
Sales Manager Senior Business Developer for grid control systems and grid applications

## Project Experience

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Project Mgmt Operative project management of complex substation automation and grid protection projects as well as in the area of electrical engineering and information technology

Coaching Coaching of sales staff, project managers und various team members regarding Winning Complex Sales Methodology, Win-Loss Analyses und regional sales strategies

Process Mgmt Optimisation of business related, engineering, strategic and sales processes