

INTERNATIONAL CURRICULUM VITAE.



Personal:

Family name : Poulsen
First names : Egon Veisig
Date of birth : 060159
Nationality : Danish
Civil status : Married, 3 children, '88, '91, '95.
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Education : Marine Engineer w. Further Examine and additional courses.

Institution	Frederikshavn Marine Engineering College
Date: From (month, year) : To (month, year) :	August, 1977 October, 1982
Degree (s) or Diploma (s) obtained :	Marine engineer w. further examination

Language skills : (Mark 1 to 5 for competence, 5 highest)

Language	Reading	Speaking	Writing
Danish	5	5	5
English	5	5	5
German	3	2	
Spanish	1		

Membership of Professional bodies

: Lederne
Junior Chamber of Denmark.

Other skills

(e.g. computer literacy, studies and courses)

: Various Management, Project-
Management – and branch related
courses, pls. see attached list.

Present position

: 25% Owner and full time working partner,
Executive Board Member, Alpha Wind
Energy ApS.

Years with company

: Partner & boardmember: 10 years.
Working board member: 6 month

Key Qualifications

: Management, Senior Consultant, Sales
and Project Management

Specific experience (apart from Denmark):

Country	Date: from (month/year) to (month/year)
USA	11/84 to 04/87 and 02/92 to ongoing
India	06/87 to 01/91, 1994 to 2004, 2006 – ongoing
Portugal	06/97 – 98
Germany	05/96 – ongoing
Mexico	1993-94
Britain	06/88 to 01/92; 07/05 to ongoing
Sweden	06/88 to 02/92 and 05/95 to ongoing
Holland	1995 - ongoing
Offshore Wind Projects	1995 – 2005

Professional experience record:

Date: From (month/year) To (month/year)	10/82 06/84
Location	Various
Company	Danish Navy
Position	Second Lieutenant
Description	Sailing onboard helicopter carrying Coast Guard Ships primarily in Greenland Waters, as Electro-officer.

Date: From (month/year) To (month/year)	06/84 11/84
Location	Lem, Denmark
Company	Vestas Energy
Position	Service engineer.
Description	Training. Servicing Wind turbines. Complex repairs & training of service engineers. In charge of spare parts lists for large orders.

Date: From (month/year) To (month/year)	11/84 04/87
Location	Tehachapi, California, USA
Company	Vestas North America Ltd.
Position	Chief Supervisor.
Description	Manufacturer's representative. Managing Vestas supervisors. Warranty issues.

	<p>Start-up and erection supervision. Training of local engineers. Setup of customer's service organisation.</p>
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<p>Date: From (month/year) To (month/year)</p>	<p>04/87 02/92</p>
<p>Location</p>	<p>Vestas, Lem, Denmark</p>
<p>Company</p>	<p>Vestas Danish Wind Technology</p>
<p>Position</p>	<p>Project manager / Technical Sales / Area Manager India.</p>
<p>Description</p>	<p>Managing implementation of larger wind turbine projects in Denmark, Sweden, UK and India. Among other: 9,9MW Velling Maersk, Denmark. 10,0MW Lamba project, Gujarat, India. 1,6MW Varberg, Sweden. 4,0 MW Delabole, Cornwall, Britain.</p> <p>All of the above mentioned projects were the first actual Wind Turbine Projects in the said countries. All projects were followed by more.</p> <p>Technical sales back up and performance of quotations. Sales - and contract negotiations.</p>

<p>Date: from (month/year) to (month/year)</p>	<p>02/92 03/95</p>
<p>Location</p>	<p>Palm Springs, California, USA.</p>
<p>Company</p>	<p>Vestas American Wind Technology, Inc.</p>
<p>Position</p>	<p>Technical - & Project Manager.</p>
<p>Description</p>	<p>Technical Sales, Manager Project department. Involved in turnkey and semi-turnkey quotations,</p>

	<p>designs, installations and operation of Vestas wind farms in California, performing technical sales and sales-backup, quotations and contract negotiations with commercial customers and utilities.</p> <p>Involved in sales and installation of among other: 15 MW of 500 kW turbines, Tehachapi, California. 7 MW of 225 kW turbines, Tehachapi, California. 1,6 MW of 225 kW turbines, La Venta, Mexico. 8,8 MW of 225 kW turbines, Palm Springs, California.</p> <p>Quotation and sales negotiation of 2 no's of 100 MW wind turbine projects in Minnesota.</p>
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Date: from (month/year) to (month/year)	03/95 06/03
Location	Lem and Ringkobing, Denmark.
Company	Vestas Danish Wind Technology A/S & Vestas Wind Systems A/S
Position	Manager and Project Manager in the Group Sales Department (GSM), Technical Support.
Description	<p>Managing the technical department in the GSM-department in regards to project specific equipment and non-standard equipment and products.</p> <p>Internal project management.</p> <p>Technical support to Daughter Companies and Joint Ventures in the Vestas Group.</p> <p>Support to project managers/departments.</p> <p>Technical assistance to sales personnel/departments.</p> <p>Sales back up and sales negotiations</p> <p>Manager for the company's Off Shore support group/task force.</p>

Date: from (month/year) to (month/year)	07/03 03/04
Location	Ringkobing, Denmark.

Company	Vestas International Wind Technology A/S
Position	Head of Offshore for Vestas International and Vestas' other sales business units and Bid support for Vestas International.
Description	<p>Heading the Offshore Support Group in Vestas International, supporting Vestas International and Vestas' other Sales Business Units in all Offshore related aspects from first customer contact to turnkey installations and handing over.</p> <p>Internal project management of non-standard equipment and turbines.</p> <p>Technical support to other sales-business units and Joint Ventures in the Vestas Group.</p> <p>Support to project managers.</p> <p>Assistance to sales personnel.</p> <p>Sales back up and sales negotiations especially in large and complex cases.</p>

Date: from (month/year) to (month/year)	04/04 06/05
Location	Videbæk, Denmark.
Company	Vestas Offshore
Position	Director of Technology & Engineering. Heading technical back up and -development for Vestas Offshore .
Description	<p>Heading the Technology & Engineering department of Vestas offshore.</p> <p>Forming of technical part of offshore quotations regarding wind turbines, towers, foundations and installation methods. Relation to sub-suppliers and external engineering companies developing offshore foundations, installation methods etc.</p>

Date: from (month/year) to (month/year)	07/05 07/06
Location	Warrington (Manchester), UK.

Company	Vestas Celtic Wind Technology Ltd.
Position	Director of On-shore Sales
Description	<p>Heading the sales department for the onshore market in the UK and Ireland.</p> <p>Turn-around from the “old” Vestas to the new strategies and goals and vision after a management change and complete reorganisation of the Vestas Group, including Vestas Celtic. Heading an annual sales volume of GBP125-200Mio.</p>

Date: from (month/year) to (month/year)	09/06 09/08
Location	Ringkøbing, Denmark.
Company	Vestas Asia Pacific Wind Technology Ltd.
Position	Product Manager, Vestas Asia Pacific. Project manager on Factories for Vestas RRB, India.
Description	<p>Heading Product Management Group and establishing cross-organisational collaboration regarding product management. Technical support. Problem solving.</p> <p>Liaison Officer and upper project manager for establishing a blade- and a controller factory for Vestas RRB in India as part of the closing down of this Joint Venture. Supply and installation of factory internals and tools, commissioning, documentation and training.</p>

Date: from (month/year) to (month/year)	09/08 ongoing
Location	Ringkøbing, Denmark.
Company	Alpha Wind Energy ApS.
Position	Full time working partner.

Description	<p>Various tasks. Cross border networking and performing various tasks and board work. Development of new markets.</p>

Other : Various performances as speaker and moderator at conferences, regarding technology, products, projects, Vestas' experience, Off-shore etc.
Among other:
CAN WEA `92, 02;
AWEA '93,'04,'05.
BWEA & BWEA offshore on several occasions,
EWEA '03,
Husum Fair,
OWEMES conferences etc.
Offshore Center Denmark.
and others.

Education, training and courses:

- 1979 to 1982: Marine Engineer w. Further Examine incl. various extra courses, Frederikshavn Maskinmesterskole, employed by A.P.Møller Ships Owner.
- 12/8 1983: Second Lieutenant Royal Danish Navy, incl. various extra courses and trainings.
- 1/7 1984: Employed by Vestas, practical courses in wind turbines, gearboxes, controllers, faultfinding, erection etc.
- 21-22/8 1987: Wind Atlas Calculations, VE data, Ålborg, Denmark.
- /5, 1988: "Merkonom eksamen i Ledelse og Samarbejde". (Danish Management course, Management)
- /5, 1988: "Merkonom eksamen i Virksomhedsorganisation". (Danish management course, Organisation)
- /5, 1989: "Merkonom eksamen i Virksomhedsøkonomi". (Danish management course, Economics)
- 1988: Project management course, "Project management I", DIEU
- 1989: Project management course, "Project management II", DIEU
- /11, 1990: Negotiation and contract forming, DIEU.

/10, 1995: 45 lectures intensive German language, Vestas internal class.

/06, 1998: Microsoft Project for Windows. Vestas course, Vestplan, Esbjerg.

/05, 1999: Sales and Contract negotiation, Vestas internal class, TACK.

/05, 2000: Economy for non-accountants, EBC, Copenhagen.

11/ 2002: 45 lectures intensive German language, Vestas internal class.

2002: "Den Kompetente leder II" (The competent Manager II), 4 modules each 4 days, "Ledernes-efteruddannelses kursus", Korup, Fynen.

2002: 4 theme classes as follow up on the Competent Manager II

2003-5: Various smaller Vestas-internal courses, technical and management.

2006/7: Performance Leadership Programme, Vestas. 3x1 week. SIMI.

2008/9: NLP – course, 6 x 3 days. Certified NLP practitioner course. Mind Step.

Further:

- I am member of Junior Chamber Denmark / International (now senior), which has given access to many courses, conferences and speeches over the years besides a professional network outside the Wind Business.
- Member of "Lederne"- Danish management forum.
- On the board and part owner, of the consultant and development company, Alpha Wind Energy ApS.

Kind regards,
Egon V. Poulsen

February, 2009.