

# Peter Tichy

MBA, CMC, CSE



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## **Peter Tichy MBA, CMC, CSE:**

**Senior Experience as Executive manager for globally operative industrial companies and as Management Consultant.**

### **Experience:**

Top management positions in multinational, Energy industry related companies in Austria, Switzerland, Sweden, France and Italy. Successfully developed **production units and Joint Ventures** as well as new **point of sales including logistic centers** in China, Thailand, India, Brazil and USA.

Global expertise in **business development** and implementation of **sales business strategies** having successfully focused on **top line improvement** and **EBITDA optimization**.

Long term experience in **leading globally based sales and marketing teams, lead management** as well as member of **executive and administration boards in USA, Brazil, Thailand, Germany and Austria**.

**Since 2012** also successfully developed as entrepreneur **TIPMC Gmbh management consulting & industrial agency services** with companies based in Europe, China, India, Brazil markets worldwide as well as having established **long term management consulting agreements** in the area of business development, organization, sales & marketing, product development and establishment of joint ventures.

## **Summary**

- **TIPMC Gmbh**, Vienna/Austria as Entrepreneur, Owing Managing director having performed management consulting projects in China, India, Brazil, USA, Portugal, Italy, Germany and Austria as well as having signed long term industrial consulting contracts in T&D, civil construction and automotive as well as hydro and fashion industry with more than 25 companies.
- **SEVES PPC** Porcelain Insulators VP Sales, headquarter Florence/Italy, responsible for global sales, marketing and market intelligence Team in various functions including managing director of the Vienna based trading company with full P&L responsibility. Having

achieved increase of top line sales as well as having even increased margins in a very competitive market.

- **ALSTOM** Hydro Segment, Paris/France as business development director for turnkey hydro power projects having achieved annual sales records and developed new markets in USA, China, India and Eastern Europe.
- **ABB** Vienna/Austria, as responsible for Power Segment Export ABB Austria and head of Structured Finance Austria unit incl. management of banking relationships

## **Professional Experience**

### **TIPMC GmbH, Management Consulting (Owner and Managing Director) since November 2012**

Management Consulting and Industrial Agency Services Worldwide.  
Partnercompany **TIPMC Ltd Brazil**, SC Blumenau, Brazil.

### **SEVES PPC Italy/Vienna - September 2002 – May 2012 PPC Insulators**

January 2010 until May 2012 Executive Vice President Sales & Marketing- Substation Business SEVES-PPC, and member of Executive board SEVES group responsible for approx. 150mio. € Sales

Achieved annual strong sales growth >7% driven by Middle East and USA/Canada.  
Member of Supervisory board and officer SEVES Houston/USA and SEVES/PPC Thailand.

Member of M&A team PPC with private equity sales tender done by "Riverside" US (owner 2001-2007) to SEVES Italy (private equity background and present owner - with Vestar, Ergon, Athena and BNP) in the period January 2007-july 2007 (financial closing).  
Achieved a 10\* Ebitda multiplier sales for Riverside.

2002 until December 2009 Global sales director PPC and managing director of PPC Insulators GmbH Vienna (2004-2008) P&L responsibility for about 40 Mio € sales.  
Achieved annual strong sales growth >8% especially due to sales in new Regions especially to China/India for Ultra High Voltage (>600kV), US market, Canada, South Africa and also expanded product lines.

### **ALSTOM Power Paris/France 2000 – 2002**

Paris, France & Birr/Switzerland - Hydro Power Segment  
Business development director, Sales volume responsibility 700mio €  
Responsible for sales, project development and project risk assessment in EEC, Asia, MEA, Western Europe, partly Africa.  
Achieved capturing of key projects in aforementioned regions which lead to a strong sales growth for the upcoming decade.  
Responsible for the SALES FORCE and resources of several units in Europe. Achieved specialisation of European team per site and cross unit resource optimization.

## **ABB / ALSTOM Austria 1987 – 2000**

**ABB and since 1999 ALSTOM** - Vienna, Austria

Head of Structured Finance Entity Austria (ABB and ABB Alstom Power) 1995-2000

Head and director of ABB and later Alstom Power Export Sales & Marketing 1990-2000

Head of the Commercial Contract department, ABB Austria 1987-1990

## **Additional Information/Board Memberships**

- |   |                       |
|---|-----------------------|
| • Theofinance Group (Factoring) Germany & Austria | Boardmember 2000-2003 |
| • ABB (several units)                             | Boardmember 1995-1999 |
| • ALSTOM (several units)                          | Boardmember 2000-2002 |
| • SEVES PPC USA, Brazil & Thailand                | Boardmember 2009-2012 |

## **Education:**

- MBA degree 2018, FH Burgenland, Management Consultancy
- CMC certificate 2017, Incite Vienna
- CSE certificate 2020, Incite Vienna
- Degree Institute of Export and Finance, Commercial University Vienna, Austria July 1988

## **Languages:**

- English (fluent)
- Spanish (basics)
- German (mother tongue)

## **Other courses:**

- Top Manager Program ABB
- ASF Sales Force Power Segment ABB
- Structured Finance Education Program ABB Energy Ventures
- Time Based Management incl. Six Sigma Lean Management ABB
- Export Finance Forum Alpbach, Tirol/Austria ABB Structured Finance
- Commercial contracts legal skills ABB
- Compliance and Ethics in Business ALSTOM
- Presentation skills SEVES PPC

## **Other:**

- Apprentice Instructor Exam "Amt Wiener Landesregierung"
- Driving licence for vehicles up to 3,5 tons
- Microsoft Office, MIS, SAP, Navision, Power Point, Excel, Outlook
- Interests: Running (Half Marathon Level), Golf, Skiing, History

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Peter Tichy CV