



Interim Management and Consulting by Senior Executives

Philippe Crausaz



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Last position	Senior Sales Director, Hydro Business Intelligence, Alstom (today General Electric)
Experience	<ul style="list-style-type: none">◦ Sales management for hydro projects◦ Sales manager and capture team leader for HVDC projects◦ Sales negotiation for jumbo projects (hydro and HVDC)◦ Project management, strategic planning◦ Marketing and intelligence
Education	Dipl.-Ing. Electrotechnic and Regulation Electronics EIVD Lausanne
Languages	French, German, English Spanish and Portuguese (basics)
Special aptitudes and preferences	<ul style="list-style-type: none">◦ Sales and key account management for products and turnkey projects◦ Sales negotiation for complex projects (technical and commercial)◦ Project management and support (risk analysis, quality, cost and planning controls, etc.)◦ Support for service and monitoring, bridge to digital world and improvement of productivity
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