



Interim Management and Consulting by Senior Executives

Beat Jenni



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Last position	Segment and Key Account Lead for Utilities and Rail Infrastructure, ABB Switzerland
Experience	<ul style="list-style-type: none">◦ Sales and key account management for utilities and rail infrastructure◦ Leading capture team selling projects◦ Managing business units with sales, engineering, project management and service for small and large hydropower plants◦ Managing and supporting process for integration and reorganization
Education	Electrical Engineer, graduated Postgraduate study in business management
Languages	German, English (good knowledge)
Special aptitudes and preferences	<ul style="list-style-type: none">◦ Sales and key account management◦ Leading capture team selling projects◦ Project management and support of systems projects, in particular hydropower generation and transmission◦ Coaching teams and individuals
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