



# CV Adnan Goerguelue

PDF - 115 KB



---

01/2005 – 06/2008	Essen Duisburg University Essen, Germany Research Assistant
03/2001 – 12/2004	Essen Duisburg University, Essen, Germany Dipl.- Ing Mechanical Engineering
08/2000 – 03/2001	German Language course, Essen Germany
08/1995 – 06/2000	Uludag Technical University, Bursa, Turkey B.sc Mechanical Engineering

## Work Experience

---

10/2019- present

### **Director Sales Hydrogen Business**

Active selling of your innovative, sustainable product water electrolysis and compressor

Evaluating international requests and developing innovative bid strategies

Leading the preparation of technical and commercial bids in consultation with the relevant central divisions as well as the ensuing negotiations with the customers

Participating in trade fairs and conferences including presentations

08/2013 – 10/2019

### **Area Sales Manager– Middle East**

Siemens AG, Energy Sector, Oil & Gas Division

Compression & Solutions, Duisburg, Germany

Responsible for market share, volume, and business Opportunities

Managing Commercial & Technical Bids

Establishing and maintaining customers and decision

Makers network teams

Managing Commercial & Technical Bids

08/2013 – 03/2011

### **Global Senior Sales Manager for Single Type Compressors**

**Siemens AG, Energy Sector, Oil & Gas Division**

Process Compression, Duisburg, Germany

Managing Commercial & Technical Bids

Managing Conceptual Customer Design Studies

Evaluating Inquiry

International B2B Consulting Management

Consulting and support of developing & implementing of

07/2008-03/2011

**Global Senior Technical Proposal Manager for Steam Turbine**  
Managing Commercial & Technical Bids  
Managing Conceptual Customer Design Studies  
Lead the project related bidding process both internally and externally within the sales Community.  
Bid coordination, preparation and submittal.

**International Experience**

05/2017 – 07/2019 Project Work in Dammam,

09/2017 – 10/2015 Project Work / in Abu Dhabi, Turkey

**Other professional and educational landmarks**

- 2015 Professional Negotiations Training in English
- 2012 Sales Negotiations  
Customer Relationship
- 2009 Process Compressor Design & Concept Definition Training  
Process Compressor Thermodynamic Training  
Order Management Training  
Cost and Risk Management Training  
Export Control and Customs Training  
Tax Aspects in International Business Training  
Sales Expert Training  
Contract Management Training  
Process Compression Products & Markets Training
- 2008 International Sales Cooperation Training
- Various** SWOT Analysis, Portfolio Analysis, Strategically Organization Analysis, PEST Analysis, Benchmarking  
Mind Mapping, Successful Factors Management.

**Language Skills**

Turkish: Mother tongue

**Microsoft 365 (Office) öffnen**

