

Curriculum Vitae (December 2009)

Stephan KNECHT

Dipl. Eng. ETH, BBA

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born: February 16 1965, in Winterthur

Citizenship: Swiss



Professional Experience and Practical Work

Since November 2003 **Manager and owner of Knecht Engineering**, Environmental Technology and Plant Design, Consulting Engineer and Project Manager for several companies as contractor (www.knecht-engineering.com)

Nov. 2001 – Oct. 2003 **Technology Manager** with Napac BioTechnology, CH-8370 Sirmach, a Swiss company for biodegradable materials and its production technology

- Project management and p&l responsibility (Investment of 8 m € for production plant and infrastructure)
- project scheduling and cost calculation
- leading and co-ordination of partners and suppliers during pre-projects and realisation phase (5partners; 15 suppliers of key technology)
- designing of turn-key and sales contracts in technical and commercial aspects
- assessment of suppliers and their offers, contract negotiations
- weekly reports to the CEO and the Board of directors
- factory design, logistics and process lay out
- engineering, dimensioning, designing of machines and installations
- commissioning and organisation of production process
- documentations of plants and training of operators
- interface co-ordination of technical developments of machines and tools
- know-how management within the partner pool
- feasibility assessment of customers projects and new product ideas
- basic engineering of production plants and factories for international clients from Europe, Asia and America

Nov. 1999 – Oct. 2001 **Marketing and Sales Manager** with Result Technology AG, CH-8265 Mammern, an internationally acting engineering company for recycling plants, turnkey projects

- Management and co-ordination of the sales department
- Extension of external sales organisation and internal sales service
- Management of the international representatives and agents
- Offering of complete recycling plants of up to 8 million Euros

- contract elaboration according to FIDIC, contract negotiations
- Assessments of business plans and market analysis
- Marketing strategy, setting of the marketing mix, realisation of goals
- Monthly reports to board of directors and to the executive committee

- Nov. 1996 - Oct. 1999 **Project Manager** in the sales department with Techfina SA, CH-8400 Winterthur, designing, construction and installation of sewage treatment plants, for international projects of public and industrial waste water (Switzerland, Germany, Hungary, Poland, China).
- engineering and cost calculations
 - offers of plants and contract negotiations
 - representation of the company at trade fairs, seminars etc.
- April 1993 - Oct. 1996 **Project Manager** and Development Manager with H+H Innotech AG, in CH-8484 Weisslingen, engineering, energy and environmental technology, flue gas and exhaust air cleaning plants
- Dimensioning and designing of flue gas cleaning plants
 - Co-ordination and management of the company's development activities
 - Know-how management of the engineering and technical concept
 - Acquisition of customers and management of the representatives abroad
- Jan. 1992 - Mar. 1993 **Assistant** to Prof. Dr.-Eng. L. Reh at the Institute of Process Engineering at ETH Zurich; leading of exercise and practical training with students, assessment of student works, preparation and delivering of lectures
- 1990 6 Weeks **Practical training** at the Technical University of Brno (CSFR), Department for Chemistry and Process Engineering
- 1989 4 Months **Practical training** in process engineering with Sulzer AG, Chemtech, Winterthur

Education

- December 1991 **Master in Mechanical Engineering** (Dipl.-Ing. ETH) with specialisation in **Process Engineering** at Institute of Process Engineering at **ETH Zurich**
- 1986 - 1991 Study at the Department of **Mechanical Engineering** of the Federal Institute of Technology, Switzerland (ETH), in Zurich
- 1981 - 1985 Scientific Gymnasium, Winterthur, Matura
- 1978 - 1981 Humanistic Gymnasium, Winterthur

Special Education

- 1994 -1996 Evening courses for post diploma study for **BBA (Bachelor of Business Administration)** at Oekreal School of Business in Zurich, Economics, Marketing, Business Administration, Finance und Accounting

Language:

German (mother), English (fluent), French (fluent), Italian (good)

More information:

Company website of Knecht Engineering at www.knecht-engineering.com