

# CURRICULUM VITAE

**NAME** Pietz, Oliver

**DATE OF BIRTH** June 29<sup>th</sup> 1968

**MARITAL STATUS** married

**NATIONALITY** German

**FOREIGN LANGUAGES**

	speaking	reading	writing
German	native speaker		
English	fluent	fluent	fluent

**PRESENT POSITION** **DB Engineering & Consulting GmbH**, Berlin, Germany

Position: Executive Director Latin America

**PROFESSIONAL QUALIFICATION** Master's degree in business administration (Diploma)

## PROFESSIONAL EDUCATION

09/1988-03/1991 Training as Industrial manager in Berlin / Germany Degree / Diploma: Industrial Manager

04/1992-03/1996 Berlin School of Economics  
Degree/Diploma Diplom Kaufmann equivalent to Master's degree in business administration

## PROFESSIONAL ACTIVITIES

Sine 10/2017 **DB Engineering & Consulting GmbH**  
Berlin

Position: Executive Director Latin America  
Comment: After successful market entry into the US market (California High Speed Project) the Region was split into North-America and Latin America due to the size.

Responsibilities as follows:

- Lead of a M&A process in Brazil
- Market development Peru and Argentina
- Developing a political network to Business partners and Ministries
- Developing a Partnering strategy
- Project development in Brazil together with potential investors
- Budget planning

- P/L responsibility

01/2015-10/2017

**DB Engineering & Consulting GmbH (name change)**  
Berlin

Position: Executive Director Americas

Responsibilities as follows:

- Positioning of DB EC in the US market
- Development of Latin American market
- Networking to business partners
- Networking to Governments
- Development Market entry strategy US
- New project acquisitions
- Budget planning
- P/L responsibility

01/2012-12/2014

**DB International GmbH**  
Berlin

Position: Executive Director Eastern Europe/Russia

Responsibilities as follows:

- Leading a team of up to 60 employees
- Customer relation to key clients
- Bid management
- Project Acquisitions
- Development of new markets
- Profit/Loss responsibility for the Region
- Taking the lead in decisions on the strategic alignment of the region and on market cultivation,
- Ensuring overarching steering of the sales activities
- Developing project-specific bidding strategies in consultation with the core countries
- Taking the lead in coordinating the staffing management process for bids and projects in the region, while respecting the remit of other organizational units in the service unit
- Assuming responsibility for project delivery for projects in the region in terms of service, quality, deadlines, costs and the performance of the service unit, in close consultation with the other members of Regional Management
- Planning professional development to provide market-based functional employee development, in consultation with HR
- Drafting and implementing the human resource strategy for the region
- Establishing, providing and expanding subject-specific engineering and consulting expertise to provide comprehensive guidance to clients, and

establishing, providing and expanding technical design-related, rail-specific knowledge for implementing projects

- Providing proper document management and reporting

10/2010-01/2012

**DB International GmbH**

Frankfurt/Main

Position: Head of Finance & Controlling

Responsibilities as follows:

- Leading a team of 40 employees
- Project Controlling
- Risk Management
- Claim Management
- Financial Statements
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03/2008-10/2010

**DB International GmbH**

Bucharest, Romania

Position: Country Manager

Responsible for issues related to the Branch in Romania like:

- Budget forecast
- Budget controlling
- Project Staffing
- Taxation and accounting issues
- Acquisition of new Projects
- Networking with Authorities and Partners
- Monitoring of Projects
- Reporting to HQ
- Cash Management

Actually there are three running supervision Projects with CFR with a total value of around Euro 20m. The annual turnover is between Euro 5-6m for 2010. The team comprise of 11 German experts, 10 local experts and 20 experts from a local partner.

Besides the Management for the Branch, the task contains also the claim organization for one project as follows:

Position: Contract Manager

- Coordination of Claim defence
- Monitoring of change orders
- Evaluation of employer claims
- Organization of Contract Management process
- Claim Controlling
- Claim Reporting

01/2008- 03/2008

**DB International GmbH**  
Jeddah, Hatifa KSA

Position: Cost/Risk Expert for analysing the construction cost and the correlated risks for the Railway Project CTW 100.

This budget breakdown for the Project North-South-Railway, Civil and Track Works (CTW-100) has following assignments:

- To give transparency of Contract Price and Direct and Indirect Cost.
- Selection of priority items, which have the major Saudi Riyals amount in the contract.
- Recognition and evaluation of risk factors and their potential.
- A profit or loss evaluation.

The contract CTW 100 starts at Az Zabirah Mine and ends as Ras Az Zawr, with a length of approximately 550 km. and has a value of Saudi Riyals (SR) 2,355,903,937

07/2007- 12/2007

**DB International GmbH**  
Jeddah, KSA

Position: Financial Coordinator for the financial bid preparation for the Saudi Land bridge Project. The key aspects of coordination were the cost calculation (capex, opex), the financial modelling and the project financing. The Land bridge is a BOT (Build Operation Transfer) Project with an investment value of more than bn5 US\$ and a concession period of 50 years.

The Saudi Binladin Group / El Seif Engineering Contracting Company / Deutsche Bahn consortium (the "Consortium") has retained Deutsche Bank AG as its Financial Advisor and the Financial Bid has been prepared with Deutsche Bank's assistance. Throughout the bid process the Consortium and its Financial Advisor have collaborated closely with all major project development disciplines (including construction, legal, insurance and operation & maintenance) as well as with potential senior debt providers with the objective of delivering a Financial Bid that will achieve the following objectives:

- Fully compliant with all of the SRO's requirements as described in the RFP
- Flexible and fully deliverable in terms of financing while minimizing the Public Sector Contribution requested from the Government of the Kingdom of Saudi Arabia

- Offering the best terms and conditions currently available in the financial markets
- Predicated on economically competitive construction and operations phases to ensure that the Saudi Landbridge Project performs up to the highest standards

03/2001 – 06/2007

**DB Verkehrsbau GmbH**

**DB ProjektBau GmbH**

Berlin, Germany

Position: Head of regional Business Unit (com.)

Member of internal claim commission

- Head of overall project management for projects within the area of the countries Berlin, Brandenburg and Mecklenburg-Vorpommern including performances as follows:
  - Finance
  - Controlling
  - Human Resource Management
  - Reporting
  - Contract and Claim Management
  - Account Management
  - Administration
- Project: “Berlin Inner Circle”; 4 track lines (76 km) modernisation inside the City of Berlin (passenger/freight), 36 new bridges, 6 tunnels, modification of 7 stations including the modification of signalling and catenary systems, commissioning and testing phase, speed = 160 km/h; cost :bn€1 . Terminate of more than 600 claims with a value over m€ 500 during three years.
- Project: “Hamburg - Berlin” Verkehrsprojekte Deutsche Einheit 1+ 2; 2 track lines (200 km) modification up 230 km/h, 50 new bridges, modification of signalling and catenary systems, cost: bn€700 mio. €. Terminate of more than 1000 claims with a value over bn€ 1 during three years.
- Project: “Verkehrsprojekte Deutsche Einheit 1, Lübeck – Bad Kleinen – Hagenow Land – Stralsund, modernisation of 2 tracks (170 km) , 10 new bridges, 10 level crossings, modification of 5 stations, speed = 160 km/h; cost: 1 bln. €. Terminate of more than 200 claims with a value over m€ 100 during two years.
- Project “Berlin – Rostock” modernisation of 2 track

lines (200 km) to 25 to axle load for heavy haul freight trains, 3 central traffic control centre (CTC) and 16 computer based interlocking stations (CBI-L) including GSM-R system, 25 new bridges, modification of 16 stations of the overall catenary system, cost 800 mio. €. Terminate of more than 50 claims with a value over m€ 100 during two years.

- Project ESTW (electronic signalling System) "Angermünde/Anklam" with 1 central traffic control centre (CTC) and 6 computer based interlocking stations (CBI-L) including GSM-R system, modification of 5 stations and 55 level crossings, design speed 200 km/h, cost: 300 mio. €. Terminate of more than 300 claims with a value over m€ 75 during three years.
- Project ESTW (electronic signalling System) "Schwerin" with 1 central traffic control centre (CTC) and 2 computer based interlocking stations (CBI-L) including GSM-R system, modification of "Schwerin Central Station" 5 stations and 5 level crossings, cost: 30 mio. € Terminate of more than 100 claims with a value over m€ 10 during three years.
- Project ESTW (electronic signalling System) "Regional Bahn Mecklenburg-Vorpommern" with 2 central traffic control centre (CTC) and 2 computer based interlocking stations (CBI-L) including GSM-R system, modification of 5 level crossings, cost: 26 mio. € Terminate of more than 75 claims with a value over m€ 8 during two years.
- Project "Modification Rail Crossings" regarding to the newest state of art, 158 level crossings within the northern part of Germany, cost: 75 mio. €
- Project "Schwerin – Parchim", 40 km track modification including sub grade layer; speed 160 km/h, cost: 41 mio. €. Terminate of more than 150 claims with a value over m€ 16 during two years.

01/2000 – 01/2001

**Eltec GmbH & Co KG**, Berlin, Germany

Position: Head of Controlling/Finance

- Head of Controlling and Finance for projects within the area of Berlin. Chief Negotiator to the employers (Hochtief, Daimler Chrysler, ECE etc.) related to any

claims.:

- Finance
- Controlling
- Reporting
- Contract Management
- Account Management
- Administration
- Budgeting of projects

80 projects involved with all special fields of control engineering; cost m€ 400. Claim negotiations about 300 claims with a value of m€120

05/1999 – 12/1999

**Electryon AG**, Berlin, Germany

Position: Head of Controlling/Finance

- Head of Controlling and Finance for electricity trading projects within the area of Berlin including performances as follows:
  - Finance
  - Controlling
  - Reporting
  - Contract Management
  - Account Management
  - Administration

04/1996 – 04/1999

**Philpp Holzmann AG**, Berlin, Germany

Position: Branch Manager Building Construction

- Head of financial project management for projects within the area of the countries Berlin, Brandenburg and Mecklenburg-Vorpommern. Furthermore, Chief Contract Manager with the responsibility for claim negotiation.
- Finance
- Controlling
- Human Resource Management
- Reporting
- Contract and Claim Management
- Account Management
- Administration

projects involved with all special fields of building

construction engineering; cost: 100 Mio. € p.a.

04/1991 -04/1992

**Philipp Holzmann AG**, Berlin, Germany

Position: Financial Contract Manager

- Commercial Project Manager for building construction in Berlin an Brandenburg including performances as follows:
- Finance
- Controlling
- Reporting
- Contract Management
- Account Management
- Administration

3 projects involved with all special fields of building construction engineering; cost: 50 Mio. €

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## **COURSES / SEMINARS**

02/1991	Workshop SAP R2 System
11/1992	Workshop Conduct of Negotiations
12/1992	Workshop Claim Management Modul 1
02/1996	Workshop Procurement VOB/B
03/1996	Workshop Contract Management Modul 1+2
06/1997	Workshop Cost Controlling Modul 1
01/1998	Workshop Cost Controlling Modul 2
05/1998	Workshop Cost Calculation Civil Works
03/1999	Workshop Internal Service Charges
02/2000	Workshop Legal aspects of Claim Management
07/2000	Workshop Project Financing
05/2001	Workshop Personnel Management
01/2002	Workshop Technical basics Track Work
12/2002	Workshop Procurement Procedures DB AG
02/2003	Workshop Conflict Management
01/2004	Workshop Claim Management for major projects
08/2004	Workshop Claim defence Subcontractors
01/2006	Workshop Claim Documentation Procedure
06/2006	Workshop Negotiation Tactics Training
05/2006	Management Seminar