

Curriculum Vitae: Peter Kehlet Schou

1. Personal Background, Results and Job Experience.

Experienced Logistics manager with 40 years of global experience.
Specialized in transport within the wind industry.

Certified Prince 2 in Project management
Examined in Leadership in project management

For the last 10 years I have worked specifically with pricing, planning and execution of wind projects

For 4 years I worked as Logistics Manager with Suzlon, ensuring that projects met with their equipment at the right time. I worked with Vestas in their excellence department on global freight cost reductions, and have been consulted by major companies like Alstom Wind in connection with their Haliade 150 turbine, by Leightons in connection with their Mongolian project, "Salkith windfarm" as well as Envision in connection with their construction and buildup of their 3,6 mw 2 bladed prototype.

Transport of wind turbines is a complex undertaking. Very often the components are sourced from various parts on the globe, and have to be available for erection at a specific point at the agreed time. The number of details in this is immense, and proper project plans can support that nothing is overlooked. Sea transport is a major part of most operations, and the port choice, negotiations for storage both in departure and arrival port, and alternate storage sites are all a financially important part of the projects in which I specialize.

Previous employers has benefitted from large reductions in costs, on-time delivery, customer and employee satisfaction, improvements in quality, environment & safety, and a "can do" positive attitude in the office.

Transportation:

Fully conversant in all transport modes: Vessel and aircraft charter, port operations, airfreight, sea freight, road freight & courier.
World-wide Experience in Customs, and Quarantine matters.

Negotiations:

Lead on individual transport purchasing contracts for up to dkk 60 mio per project
Cooperation and control of suppliers and agents globally.

Financial:

Working on reduction of costs in the supply chain -10%.
Responsible for a freight turnover of more than dkk 240 mill.

Personnel & management:

Responsible for establishing, updating and maintaining budgets in departments.
Measuring / evaluating supplier and employees performance to expectation.
Identification of customer expectations, and how to meet them.
Keeping a holistic view on how performance is achieved and possible ways to reach the target.

Sales & marketing:

Managing personnel in a nationwide sales department.
International training in sales techniques.
Coaching of National and International sales dept.



Formal education

1984 The Danish Institute for Export and Marketing (EE) (18 months) ie BA. (Thesis not presented).
1981 Merkonom in the course transportation.
1976 Viby Handelsskole, Aarhus (Commercial School).
1974 N. Koch's Realskole, Aarhus (Public School).

Educational upgrades

2016 Leadership in Project management 6 weeks
2016 Prince 2, (6 weeks)
2004 Leo Oehnschlager: Sales and motivation (1 day).
2002 Danish Freight forwarders Education: Sales techniques (SPIN) (3 days).
2001 DHL, The magic of training (3 days).
2001 DHL, Presentation skills 1 (2 days).
2000 Cultivator, Action oriented Key account Management (2 days).
1999 University of Lund, Sweden, Logistics (2 x 3) days.
1999 DHL, Selling Advantage Solutions (3 days).
1998 Spin Techniques (3 days).
1997 Multi Inform: Microsoft office II (2 Days).
1996 Tack Training: Key Account management (2 days).
1996 Complet Infoteam: Microsoft Office I (2 days).
1994 Time Manager: Sales Manager 3 x 3 days.

Languages

Danish, Mother tongue, write and speak on negotiation level.
English, write and speak on negotiation level.
Scandinavian (Swedish & Norwegian) read and understand.
German, spoken with an accent

Personal qualities

Resourceful, Strong, Trustworthy, Loyal, Hardworking, Goal oriented, Humorous, Listener & Team player (As Identified by Thomas profile) Curious, Easy learner and Open minded. Treat people like you want to be treated yourself.

Outside office hours:

I am the holder of a pilot's license for private aircraft since 2009.

Diving license since 2008.

Sailing license since 1979.

Driving license since 1975.

I enjoy cooking on a reasonable level, and travelling both on business and in my private life. I am a decent alpine skier, and exercise regularly by spinning, kayaking, and mountain biking.

Personal Data

Name	Peter Kehlet Schou
Residence	Denmark
Phone	+45 2949 9715
Age	59 years
Email	peter@schou.be
Marital status	Married