



Batyrzhan Tergeussizov

City of Almaty, Republic of Kazakhstan

Operational background

02.2022 - till now

**German Economy Union in the Republic of Kazakhstan
Chairman of the Supervisory Board**

11.2015 - till now

**Linde Gas Kazakhstan TOO
Managing Director (General Manager)**

Main duties:

- P&L responsible for country level
- On-site account management for RoK
- Business development responsible for Central Asia
- People development

- Collaboration with state authorities like Ministry of Foreign Affairs, National Companies
- Secure and implement local strategy based on global vision and mission
- Co-ordinate the available resources in the country
- Determine short-term strategic in accordance with global mid-term strategic
- Marketing development for merchant products
- Business development for new production sites, outsource of non-core activities of mega-productions

Main achievements:

- “Double digit” annual grow of merchant sales products for last 3 years
- Improvements of trade working capital rate on the country level
- Signing the contract, construction and commissioning supervision of second air separation plant in Temirtau
- Successful cost and FTE optimization in the country
- Successful development of sales of specialty gases
- Linde become well-known brand in Kazakhstan
- Grow for 20% of export sales (mainly to Uzbekistan, Kyrgyzstan and Russian Federation)
- One of the most effective business entities in the region of Middle East and Eastern Europe

06.2015-10.2015

**Siemens TOO
Head of Service Operations**

Main duties:

- Responsible for budget of Service operations
- Regular reporting to Head-Quarter and Local Top Management
- Contributing on company level
- Encouraging growth and career development of employees by coaching
- Budget planning
- Market analyze and development planning
- Cross-division work coordination
- Power and Gas Division Customers relationship support

- Business development for Solution Projects of Power and Gas Division
- Sales and project support of PG division in pipeline and power generation areas

10.2014 - 06.2015

Siemens TOO

Head of product lines SGT/MGT/IST/CP in Power Generation Services Main duties:

- Responsible for division business
- Regular reporting to Head-Quarter and Local Top Management
- Contributing on company level
- Encouraging growth and career development of employees by coaching
- Account management for Key Customers
- Company's product promotion
- Budget planning
- Market analyze and development planning
- Cross-division work coordination
- Power and Gas Division Customers relationship support
- Represent Wind Power Division on territory of Central Asia
- Business development for Solution Projects of Power and Gas Division
- Sales and project support of PG division in pipeline and power generation areas
- Managing local part of global acquisition project of new business
- Integration of new business unit into Siemens structure with consulting role
- Implementation of corporate processes into new BU

01.2014 - 10.2014

Siemens TOO

Country Division Lead, Energy Service Division

Main duties:

- Responsible for division business
- Regular reporting to Head-Quarter and Local Top Management
- Contributing on company level
- Encouraging growth and career development of employees by coaching
- Account management for Key Customers
- Company's product promotion
- Budget planning
- Market analyze and development planning
- Cross-division work coordination
- Power Generation Division Customers relationship support
- Represent Wind Power Division on territory of Central Asia
- Business development for Solution Projects of Power Generation Division
- Sales and project support of PG division in pipeline and power generation areas

01.2012 - 12.2013

Siemens TOO

Business Unit Lead, Services for Oil&Gas and Industrial Application Main duties:

- Business unit managing on the country level
- Customer Technical support
- BU Products and services selling
- Head-quarter supporting
- BU budget planning
- Market analyze and development planning
- Cross-division work coordination
- Oil&gas division support in customer relationships
- Sales and project support in Industrial Power Generation BU, Oil&gas division

01.2011-12.2011

Siemens TOO

Head of Service group

Main duties:

- Engineering staff managing
- Technical inspections planning
- Customer Technical support
- Selling BU Products and services
- Contacts with head-quarter
- Logistic support
- BU budget planning
- Market analyze and development planning

01.2009 -12.2010

Siemens TOO

Service manager, Oil&Gas Division

Main duties:

- Technical inspections planning
- Customer Technical support
- Spare parts promotion
- Contacts with head-quarter
- Logistic support
- Sales planning

01.2007 -12.2008

Siemens TOO

Sales manager, PG I 1 (Service of rotating equipment) Main duties:

- Customer Technical support
- Proposal preparation
- Contacts with head-quarter
- Spare parts selling
- Logistic support
- Sales planning

11.2005 -12.2006

Siemens TOO,

Sales specialist, PG I 1 (Service of rotating equipment) Duties:

- Customer Technical support
- Proposal preparation
- Local support of Head-quarter of HV Equipment

05.2003 -10.2005

Siemens TOO

Assembly Engineer, Assembly Assistant,

Duties:

- High-Voltage Circuit Breakers assembly and commissioning
- Reporting of site activities
- Technical translation
- Activities scheduling

06.2002 - 08.2002

TOO Siemens

Interning

- Technical translation
- Operational education

Education:

Alma mater: Maastricht School of Management / Almaty Management University (AlmaU)

Faculty: MBA program abroad (joint program with AlmaU)

Speciality: General and Strategic Management

Qualification: Master of Business Administration

Graduation: 2020

Alma mater: Almaty University of Power Engineering and Telecommunication

Faculty: Electrical Engineering

Department: Power supply of plants

Speciality: Electrical process units and systems

Qualification: Electrical engineer

Graduation: 2005

Alma mater: Almaty University of Power Engineering and Telecommunication

Faculty: Distant Education and Specialists Retraining

Department: Industrial Economics and Management

Speciality: Economics and Management on Energy Complex

Qualification: Engineer-economist

Graduation: 2005

Scientific activities:

Technical research laboratory of energy exchange

Almaty University of Power Engineering and Telecommunication

Period: 2003-2005

Engineering of plasmotrons, design calculation and laboratory researches.

Technology of low temperature plasma.

Articles:

Development of activity to reduce emissions of diesel engines, «Researches, results» science journal, #3 (047) 2010, Almaty

Advanced trainings:

2014 - System Approach in decision making. 99°F Leadership Development

2013 - GRID Technology, Leadership development, Lector Prof. A. Zankovsky

2012 - PM@Siemens, Basic knowledge, Learning Campus, Siemens RCA

2012 - Manager - Subordinate. Tet-A-Tet, 99°F Leadership Development

2012 - Management Course at Siemens Leadership Excellence, International

Learning Campus, Siemens AG

2011 - Siemens Medium Gas Turbines, Basic Course, Finspang, Sweden, Siemens

Industrial Turbomachinery AB

2007 - Sales Technologies, In-depth, External trainer

2006 - Siemens Small Gas Turbines, Basic Course, Lincoln, UK, Siemens

Industrial Turbomachinery LTD

2005 - Siemens Steam Turbines and Compressors, Basic Course, Duisburg, Germany, Siemens AG

2004 - Assembly engineering of High Voltage Circuit-Breakers, Assembly Engineer

Personal skills

System thinking, communication skills, learning on the fly, creative approach

Hobby

Reading, Boxing, Skiing, Knowledge gaining, Networking