

Chris Gopsill, MBA, M. Eng (Cambridge)

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Swiss / UK citizen
Born: 14.04.1958



*My vision is to create value by applying a passion for technology
for the good of humanity and the environment*

Track record of successful delivery of EPC projects for Photovoltaic (PV) and Biopharmaceutical turnkey factories in China, Russia, Japan, Spain and Greece, with project value ranging from €30 Mio to €240 Mio. Proven fast versatile learner of new technologies, demonstrated by entry into new field of PV at Oerlikon (TEL) with rapid double promotion to assume overall responsibility for all projects globally

- ✓ Draws on more than 30 years experience in project management, business and product development, plus lifelong passion for applied science to understand and communicate the business and environmental impact of technology to decision makers for profitable growth.
- ✓ Builds on experience of managing diverse, global site and EPC project teams of 250 members, from 30 countries, with overall responsibility to deliver €800 Mio total value.
- ✓ Draws on successful track record partnering with international high growth companies and start-ups in dynamic markets to overcome obstacles, find new solutions and maximise value creation.
- ✓ Lived and worked in USA, UK, Germany and Switzerland. Mid-term assignments in China (more than 1 year) and extensive business experience throughout Western and Eastern Europe, Asia and USA.

Professional Experience Summary

Chief Project Management Officer

2016 BioEngineering: Wald, Switzerland

- Successfully lead and motivated project managers and all interface partners during a major company reorganisation focussed on project management
- Rapidly built strong relationships with senior stakeholders in key customers and partners
- Implemented and managed robust interim project management structure, staffing and recruiting for ongoing projects during reorganisation
- Completed development and mapping of new business processes for Project Management

Director, Project and Site Management

2008 - 2014 TEL Solar (formerly Oerlikon Solar): Truebbach, Switzerland
Promoted from Senior Site Head, Senior Project Manager

- Full P&L, engineering development, supply chain and operational responsibility for all TEL customer EPC projects globally, with a total project value of €800 million. Projects are green-field turnkey factories for the fully automated production of thin-film silicon photovoltaic modules. (Fabrication capacity of 650+ Mega Watts power annually, work force of more than 250)

Professional Experience in Detail

Director, Project and Site Management

2008 - 2014 TEL Solar (formerly Oerlikon Solar): Truebbach, Switzerland
Promoted from Senior Site Head, Senior Project Manager

- Ensured full integration and alignment of innovation and value engineering projects in areas of production equipment, process and raw materials with ongoing fab. projects, resulting in 40% reduction in time to market / full capacity
- Developed patented Building-Integrated Photo-Voltaic module design (BIPV)
- Responsible for talent management, coaching, training curricula and development of direct reports (15 headcount) plus entire site teams (250 headcount)
- Identified significant opportunities and challenges critical to business success. Worked effectively with cross-functional global teams to prioritise and resolve accordingly
- Developed and implemented new project financial control and risk assessment approach, plus monthly executive dashboards and Key Performance Indicators

Portfolio of Project Management, Business and Product Development Consulting Projects: Europe

2015 Various employers, clients and business partners including Roche, BASF, Dow Chemical, Novo
2000 -2007 Nordisk IT, PwC, Stanford Research Institute (SRI), Cap Gemini and technology start-ups

- Completed full global industry sector structural analysis for Fortune 50 Company. Discovered opportunities for value generation and business improvement worth \$200 million annually
- Produced, managed and facilitated Executive Think Tanks on behalf of PwC in targeted technology sectors to identify emerging trends, improve efficiency of strategic decision-making and build high level networks
- Completed industry opportunity assessment and target selection for micro-reactors in the fine and specialty chemical industry defining options for a \$700 million market
- Led programme development and commercialisation in fields of technology benchmarking and roadmapping, scenario planning and strategic market research
- Developed a strategy to counteract commoditisation and harvest new market channels for CAC 40 Company

Senior Business Process Coach: Project & Portfolio Management

1985-1999 DOW Chemical: Switzerland, Germany, UK, USA
1997-1999 *Senior Business Process Coach: Project & Portfolio Management*
1990-1996 *Senior Project Engineer, Coatings and Binders*
1986-1989 *Technical Sales and Marketing Manager*
1985-1986 *Internal consulting / Graduate Trainee Program*

- Successfully implemented StageGate™ New Product and Service Development methodology plus the project portfolio management systems for \$1 billion business
- Increased sales volume by factor of 3, and quadrupled value
- Delivered significant growth in Eastern European business, including \$9 million technology transfer project
- Project manager for development, production scale-up and commercialisation of polymers for industrial coatings and inks (> 50% gross margin)
- Conducted market research to understand technical and commercial requirements and develop market penetration strategy for new applications

Production Engineer

1981–1983 THORN EMI: United Kingdom

- Production engineer responsible for design and production of complex electro-mechanical equipment
- Technical and commercial success of disruptive technology for jet engine component machining (creep-feed grinding)

University:

1977-1981 **M. Eng.:** Cambridge University: UK
Production Engineering

1983-1985 **M.B.A.:** Indiana University: USA
M.I.S. (Management Information Systems) / Organisation Design GPA: 3.98(4 max)

Additional qualifications / training:

1985-2014 Portfolio of technical, managerial and professional courses, including StageGate™ Project & Portfolio Management, Scenario Planning, Facilitative Leadership®, Voice of the Customer / House of Quality, Intercultural Effectiveness, Managing Interpersonal Relationships, Train-the-trainer (more details at <http://www.gopsill.net/skills-qualifications/>)

2012 EPFL: Switzerland Thin-film Photovoltaic Course

1996 Open University: UK Graduate Course in Human Computer Interfaces

1983 ACCA: UK Diploma in Financial Management (DipFM)

IT Skills:

MS Office: Power user
MS Project: Power user
SAP: Good knowledge, Project leader for SAP Upgrade in GmP environment
HCI: Open University Graduate Course in Human Computer Interfaces
Databases / Requirements specification:

Languages:

English: Mother tongue
German: Fluent
Italian: Intermediate
French: Basic

Selected Publications:

“Tandem solar cell integrated in a double insulating glass window for building integrated photovoltaic applications” - International Patent Application

“The reality of convergence: Mobile Content” – *Creative Commons Open Publication* on behalf of PwC

“Corporate Alumni Networks” + “Case study: The Greater IBM Connection” - Book chapters in *Web 2.0 in Companies* - ISBN: 3486591215 (German)

Status: UK / Swiss, married, 2 daughters (1996 and 1995), resident in Switzerland since 1991,

Hobbies: Sports (running, biking, skiing), travel, photography

Giving back: The entire Gopsill family are passionate supporters of a foundation building a school for children of disabled war veterans in Ethiopia: gopsill.net/giving-back