

CV Bartłomiej Z. Kolosowski



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Current Position: DNV, Energy Systems: Head of Offshore, Midstream and Downstream Southern Europe

Languages: Italian, English, German, Polish

Education: Executive Master of Business Administration (EMBA)
Master of Science (MSc) Naval Architecture

- Dynamic **Management Professional with P&L and international Team responsibility expertise** transforming business strategy into execution.
- In all instances acting as solution provider, **looking outside the box** and **problem solver**, always **delivering results, engaging the teams behind the vision and “walking the talk”**.
- Core strengths include **Market Mapping and Sales Development, Teambuilding & Talent Development, Technological Competence Development, Operational Execution and Optimization, Implementation and/or Reorganization of Processes and Structures**, as well as **Negotiating and Closing complex International Contracts with Clients, Service Providers and Partners**.
- **10+ years** of successful strategic and operative **Operational Leadership** experience, working for international matrix organizations always in a charge of business development, execution and transformation.
- **Lived and worked in Italy, Germany, the Netherlands and China** on long assignments, and **France, Norway, Belgium, Greece and Poland** on a project base.
- Fluent in **Italian, English, German and Polish** with a borderless **business acumen** and **intercultural mentality**.
- Industry Experience: **Oil & Gas, Maritime, Industrial Manufacturing, Offshore Renewable Energy**.
- **Executive MBA** from the **Rotterdam School of Management (RSM), Erasmus University, the Netherlands**, with program blocks completed at the **Gordon Institute of Business Science, Johannesburg, South Africa** and **The Chinese University of Hong Kong**.
- **Master Degree in Engineering (Naval Architecture)** from the **University of Genoa, Italy**, with exams completed at the **Technische Universität (TU) Berlin, Germany**.
- Hobbies: **Constant Learning ☺, Running, Swimming, Reading**.

The Sea as life itself is an eternal Transition

2021 – today DNV: Head Of Offshore, Midstream and Downstream Southern Europe, Energy Systems (ES)

(DNV ES is a 6k people Business Area of the DNV Group providing Verification and Consulting of Projects and Assets for Renewable and O&G Clients)

Mission: Execute on the 5-years strategy managing the Italian Cost Center (CC), growing the French CC, and starting up CCs in Spain and Greece (Reporting to Regional Head)

Main Achievements:

- Achieved target Revenue and EBITA growth in Italy, a 5-fold growth of Revenues in France, and Start-up results according to strategy in Spain and Greece. Improved on cash-flow targets in the Area
- Hired and developed a high performing Team of 50 individuals (from 7 starting employees) and a high performing organization – from one directly reporting team into 4 separate teams with development of new management reporting to me. Directly in charge of new service development and supervision of critical projects
- Transitioned my teams and operations into implementing a new CRM system (Salesforce), a new production system (Teamcenter by Siemens), and a new ERP system (Oracle).
- Implementation of new e-learning platforms closely related with our competence management and internal QHSE system
- In charge of critical bids and of a variety of Internal and External audits, from financial to QHSE, data security and external accreditations (ISO 17020)

Results: all Revenue and EBITA targets over-achieved, >10 million EUR yearly

2018 – 2021 DNV: Head of Noble Denton marine services, Italy and East Med, Energy Systems

(The position was Milan based (Italy) with travelling worldwide)

Mission: Development of the Noble Denton brand and Marine Consulting from the Italian Cost Center in the East Mediterranean

Main Achievements (selected):

- Delivered on strategy targets in a high competition – low projects market. Heavily leveraged on the Doer-Seller approach
- Developed a high performing Team hiring and developing direct employees, managing network and contracting of individual freelancers, and negotiating and contracting suppliers
- Developed new services, and sales for new customer clusters, to feed Revenue pipeline
- Leveraged on awarded projects to actively develop customer relations and recurrent business, in Italy and Turkey (out of Italy)
- Grew the relevance of the local Unit within the international DNV organization, awarding >100 kEUR of internal innovation fundings

Results: I doubled yearly Revenues and EBITA by steady growth year over year, reaching >4 million EUR yearly

2015 – 2018 DNV: Manager of Noble Denton marine services, Italy and East Med

(The position was Milan based (Italy) with travelling worldwide)

Mission: Start-up from scratch of the Noble Denton brand and Marine Consulting operations in a newly settled DNV office in Milan

Main Achievements (selected):

- Market research, clustering and positioning of the Brand and service proposition
- Sales development in a new market, flexibly developing service proposition
- Developed a highly flexible Team of young hires and freelancer suppliers
- Actively stretching capabilities and resources, bidding as much and in as many directions as possible
- Directly in charge of delivery of the services sold, from contracting through execution to invoicing

Results: starting from a null- revenues pipeline in 2015 I reached 1.5 million EUR annual revenues by the end of 2017 and opened an official Noble Denton Unit in 2018

2012-2015 Germanischer Lloyd (now DNV): Project Manager (Hamburg)

(Germanischer Lloyds was a 9k people Certification and Consultancy company based in Hamburg, Germany, with offices in 100 countries, later acquired by DNV)

Mission: Manage operational risk for Clients investing in Offshore Wind Park (OWP) construction projects (Capex > 2 billion EUR) in the North and Baltic Seas

Main Achievements (selected):

- Lead Risk assessment and implementing operational mitigations on projects with Capex >2 billion EUR, achieving timely construction milestones and significantly reducing accidents on the projects compared to industry benchmarks
- Implemented standards and industry best practice into suppliers' work without disrupting contracts, budgets and stakeholder relationships
- Leading communication with project external stakeholders (insurance), assuring full risk coverage during critical and complex operations
- Operational management of critical operations, timely negotiating achievable targets and assuring delivery, minimizing (<10%) unforeseen expenditures
- In charge of selection and lead of the project supervision team of technical experts and supervisors on-site and offshore, building high performing and flexible project Teams

Results: I secured after completion of my projects a 100% rate of return of Clients to GL with new OWP construction projects, while delivering an internal EBITA to GL >40% on project revenue

2011 – 2012 Germanischer Lloyd (now DNV): Market Development Manager, Corporate Development (Hamburg)

(Corporate Development of Germanischer Lloyd was a structure reporting to Group CEO of high-profile, internal strategy consultants)

Mission: Lead a huge operational transformation project reshaping 80% of the existing business, to maximize financial performance in case of Seller M&A (Reporting to Group COO directly)

Main Achievements (selected):

- Directly selected by Group COO, reporting to him directly during a first transformational project design phase, to take direct lead in design and implementation of some of the transformational packages
- Designed and leading implementation of detailed processes for new organizational structures for Account Management, Customer Service Management and Technical Sales Support, aiming Revenue increase with higher EBITA margin
- The project achieved an annual growth of 15% revenues, with a Headcount and overall cost reduction of over 10% and relative EBITA increase
- Following project completion, I took charge of the market development strategy definition for the Marine Components Certification business, involved in marketing, product development, sales steering locally, and the development and control of targets centrally

Results: Along my Executive MBA completion I delivered my first 2 years in operational (corporate) development, and market strategy definition for a specific business

2005 – 2011 RINA, Germanischer Lloyds: Marine Surveyor (Rotterdam)

(Site supervision of Asset Construction, Ships in Operation and Manufacturing of Components)

2002 – 2004 SILMAR S.r.l.: Purchase Engineer (inland China)

(Site supervision and contractual negotiation onsite with Chinese manufacturers)

Thank You!
