
SITGES MARQUES, Ramon

✉ rsitgesm@hotmail.com ☎ + 34 660735226 Skype: [ramon.sitges.marques](https://www.skype.com/people/ramon.sitges.marques) [linkedin.com/in/rsitgesm](https://www.linkedin.com/in/rsitgesm)

As an Engineer at heart, my curiosity for understanding the challenges of each business drive my passion for learning going deep into the matters of this world of dynamic and global organizations.

FORMATION

2017-2019	IESE BUSINESS SCHOOL – University of Navarra <i>Master in Business Administration (MBA Executive Program 19)</i>	BARCELONA, Spain
2005-2010	UNIVERSITAT POLITECNICA DE CATALUNYA <i>Master's degree in Industrial Engineering</i> <ul style="list-style-type: none">• <i>Industrial Organization and Project Management Course</i>• <i>Final Project: Economy & Project Management of LNG projects.</i>	BARCELONA, Spain Maribor, SLOVENIA

EXPERIENCE

2021 - Today	CUMMINS Electrolyzers – Accelera BU <i>A major American corporation manufacturing power generation systems and engines since 1919 with global presence in more than 190 countries and 65kM€ revenue. Since 2005 the Accelera Business Unit is leading the energy transition proposing solutions based in hydrogen production systems, fuel cells and batteries.</i> SALES MANAGER SOUTH EUROPE <ul style="list-style-type: none">• Responding to the exponential growth of renewable energies of the region based in hydrogen technologies; defining individualized country strategies and growing a solid team for attending the market.• Defining all the internal sales process for a new product, facing the engineering and market challenges of an unknown technology.• Engaging with clients to identify real opportunities, guiding them through the technological solution definition process, initiating the proposal process, and successfully negotiating contracts to completion.• Representing the company at industry events and associations, coordinating internal advocacy and corporate policy positions related to market approach and external communications.	
2020 - Today	UIC BARCELONA – UNIVERSITAT INTERNACIONAL DE CATALUNYA <i>Since 1997 UIC has been developing people based in academic rigour university life and enriching life experiences. More than 8.500 students pass each year through the 16 official degrees and 61 postgraduate courses.</i> ASSOCIATE PROFESSOR OF OPERATIONS MANAGEMENT <ul style="list-style-type: none">• Full undergraduate course of Operation Management taught both in English and in Spanish. Main course topics are Project Management, Process Analysis, Queue Management and Digitalization in Operations.	
2019 - 2021	CARBUROS METALICOS – AIR PRODUCTS Inc <i>The South-Europe branch of the world biggest industrial gasses manufacturer company based in USA, providing services in more than 50 countries and employ 20k people. Leader in Hydrogen and their applications, and industrial gasses with a sales over 350 M € in South Europe.</i> BUSINESS DEVELOPMENT & SPOT OPERATIONS <ul style="list-style-type: none">• Developed a new business strategy, re-evaluating local dealers and opening new sale points, changing a 30 year old structure.• Managing 9M€ industrial client portfolio, liquid in bulk and packaged gasses, specialized in metal-fabrication, foundries and automotive industry.• Managing the Sport Operations for punctual big deliveries for Oil&Gas industry, Petrochemicals, maintenance operations and unfortunately for Covid19 critical situations.	
2010 – 2019	GRUPO PV, 2002 PERLINDUSTRIA -- RPM inc. Group <i>Spanish subsidiary of RPM Inc, an American multi-national holding company specialized in technical coatings. Grupo PV-2002 Perlindustria, became part of RPM in 2011 being leader of the European and Spanish market of Cold&Fire Insulation for <u>OIL & GAS</u> industry and public sector with sales over 25M euro.</i>	
2014 – 2019	DIVISION MANAGER – OIL & GAS: Cryogenic insulation, General insulation, Fireproofing, <ul style="list-style-type: none">• Led multidisciplinary teams of 8 engineers and 20–40 field workers, often operating in remote and challenging locations.• Designed and delivered customized equipment by integrating existing technologies (e.g. robotics) to provide innovative customer solutions and secure preferred-supplier positioning.• Strong experience managing unexpected situations, adapting project plans and consistently turning challenges into profitable outcomes	

- Led business development for major LNG projects in Europe and reference projects worldwide, managing annual revenues of €2–3M and overseeing project execution across the world:
 - YAMAL LNG – Vinci, Novatek, Entrepouse, , 4 LNG Tanks in Artic (RUSSIA)
 - TECNICAS REUNIDAS – Reperliting works in Zhuhai LNG Terminal (CHINA)
 - EDF-VINCI-SENER -3 LNG Tanks, Dunkerque LNG Terminal (FRANCE)
 - ENI/SAIPEM/TECHINT – 2 LNG Tanks, Polskie LNG Terminal (POLAND)
 - ENAGAS – LNG Terminal Decomisioning Barcelona (SPAIN)
 - Bilbao GAS-SENER – 2 LNG Tanks at BBG LNG Terminal (SPAIN)
 - GATE TERMINAL – ENTREPOSE-VINCI – 3 LNG Tanks at Rotterdam port (THE NETHERLANDS)
 - TÉCNICAS REUNIDAS – Terminal de GNL de Mejillones (CHILE)
 - SONATRAC-Entrepouse KBR New LNG Train SKIKDA (ARGELIA)
 - TRACTEBEL-Sines LNG Terminal (PORTUGAL)
- Other projects done in Spain:
 - REPSOL TARRAGONA: Aislamiento torre de Polipropileno (2 semanas)
 - REPSOL PETRONOR MUSKIZ: Aislamiento y Fireproofing torre de parafinas, Planta Muskiz (2 sem)
 - CEPSA SAN ROQUE (ALGECIRAS): Aislamiento torre reactivos y coldbox Nitrogeno
 - BASF Propanchem– Aislamiento Planta de Tarragona
 - MESSER IBERICA Aislamiento i Fireproofing Planta de el Morell
 - ABELLO-LINDE: Aislamiento plantas, Rubi, Castejon, Cabanillas.

2013 – 2014

BUSINESS & OPERATIONS MANAGER – Expanded Minerals & Cryogenic Division

- Managed sales (over 8M€) and operations (suppliers, logistics, Capex) of the company reporting to the GM and the BoD, managing 2 salesmen, 4 engineers and 20-40 workers team.
- Established a commercial plan and CRM system to manage sales team and customers, turning the division from flat results to (+5%) positive introducing new products, opening to international markets with strategic competitive advantages and eliminating non profitable products and customers.
- Found new partners to settling new production points in order to optimize logistics and reaching a bigger market with the commercialization and installation of new equipment with own technology. Achieved partnerships in Spain, France, Taiwan, Dubai and Mexico.

2011 - 2013

PLANT MANAGER of Expanded Minerals in Barcelona (Spain)

- Dealt with the old/new owners during the acquisition process, responsible for preparing all documents related to the plant of the Due Diligence and the subsequent Escrow Period.
- Managed the plant (15 workers) restructuration process after acquisition, coming from excellent period in construction sector, adapting the plant to new business situation, controlling costs and purchases and transforming results from -40K€/month to flat results in three-month period time.
- Operations: managed purchase of row materials (8KTn) and the operations and logistics involved + 2000TEU.

2010 - 2011

SITE MANAGER – Cryogenic insulation of Gate Terminal in Rotterdam (The Netherlands)

- Project Management: managed a 1M€ project, liaising with subcontractors, workforce involved in the project, problem solving and quality assurance of the project.
- Customer focused: finished with succeed (10% profit) the first international project of the company, accomplishing deadlines and quality fixed by costumer.

LANGUAGES

Spanish	Native language
Catalan	Native Language
English	Fluent – Vehicular language for all the projects.
French	Basic Level – Vehicular for some projects
Portuguese	Basic Level

INTERESTING INFORMATION

- Collegiate at engineer’s organization of Catalunya nº 17.586
- Investor at Koyac Online SL (www.koyac.net), a new company changing modern art concept.
- Volunteer in JAS Association, NGO dedicated to the training of young people through creative activities. Entered as a volunteer and managed 35 people and 150+ children.
- Passionate of Adventure Sports, Titan Desert finisher. My next goal is climbing Mont Blanc with skis.