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|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                | <b>Diplom-Ingenieur (equivalent to MSc)</b><br>Mechanical Engineering                                                                                                                         |
| Contact        | Dubai, UAE<br>+971 50 6062618<br>+49 177 7984938 (WhatsApp)<br><a href="mailto:andreas@zemelka-consulting.com">andreas@zemelka-consulting.com</a>                                             |
| Marital status | Married                                                                                                                                                                                       |
| Born           | 4 February 1961                                                                                                                                                                               |
| Nationality    | German<br>(UAE resident)                                                                                                                                                                      |
| Online profile | <a href="http://www.zemelka-consulting.com">www.zemelka-consulting.com</a><br><a href="https://www.linkedin.com/in/andreas-zemelka-48114019">www.linkedin.com/in/andreas-zemelka-48114019</a> |



**Interdisciplinary executive with 35+ years of international experience  
in the energy and construction sectors, with cross-functional expertise across  
contractor, consultancy and owner environments.**

### Key skills and competencies

- All-rounder with a proven track record covering the entire project lifecycle (e.g., **conceptual design, engineering, techno-commercial project development, contracting, project execution, O&M**)
- Managing complex international projects up to billion-dollar range, in the role as a **Contractor, Consultant** and **Owner**, leading interdisciplinary teams of up to 35 experts
- Experience with various types of contracts (e.g., **EPC, EPCM, PPA, O&M, sales/purchase contracts**) incl. contract drafting, negotiating and administration
- Experience with **bidding/tendering activities** on complex projects (e.g., leading prequalification process, techno-commercial clarifications, bid evaluation)
- Experience with **managing/coordination of various internal and external parties** (e.g., financial and legal teams, contractors, consultants, clients, investors/lenders, authorities)
- Experience with industrial services and **asset management** (e.g., maintenance, structured problem solving, overhaul, refurbishment, optimisation, decommissioning, relocation)
- Experience with thermal energy storages (**TES**) charged with **renewable energy** (incl. energy balancing, virtual power plants, calculation/analysis of **LCOE/LCOS**)
- **Business acumen** with commercial and technical intuition (incl. financing, business development, marketing and sales, P&L)
- **Process/performance improvement** and **change management**
- **Risk assessment** (e.g., based on ISO 31000)

- Results:**
- Successful completion of various complex energy/construction projects
  - Successful business development concepts and business transactions
  - Improvement of operational efficiency (company and project level)

## Professional Experience

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- 04/2023 - present **Independent Engineering & Project Management Consultant**  
**Serving as Head of Power Generation Division at PRIOS** (<https://priosgroup.com/>)
- Providing advisory services for complex and unconventional projects, with a focus on project development, project management, facilitation and stakeholder integration
- 07/2023 – 06/2025 **Independent Engineering & Project Management Consultant**  
**Contract Manager at De Smet Engineers & Contractors** ([www.dsengineers.com](http://www.dsengineers.com))
- Advising Project Management (contract management, EPCM-Contract, construction of a chemical plant for the production of ethyl acetate from bio-ethanol, ~USD 120 million)
- 02/2021 – 03/2023 **econnext, Frankfurt/Germany** ([www.econnext.eu](http://www.econnext.eu))  
 Industrial Holding (operator of an investment platform)  
**Chief Technical Officer** (reporting to CEO)
- Advisory services to the management of various subsidiaries (Start-ups) in strategy, business development, risk assessment, project management, budget planning
  - Advisory services in specific technical fields (e.g., thermal energy storages charged with renewable energy, integration of solar/renewable power plants in industrial plants)
- Responsibility:** *Technological development of the holding company and its subsidiaries / implementation of the parenting strategy ("parenting advantage")*
- 02/2019 – 01/2021 **Independent Engineering & Project Management Consultant**
- Techno-commercial evaluation of industrial plants (relocation projects)
  - Review/drafting of project documentation (studies, specifications, contracts)
  - Project management support (structured problem solving, claims, risk assessment)
  - Led creation of new business (business plan, incl. technical and financial part)
- 02/2015 - 01/2019 **ACWA Power, Dubai/UAE** ([www.acwapower.com](http://www.acwapower.com))  
 Developer, investor and operator of energy plants  
**Director Fossil Power Plants** (reporting to Vice-President)
- Led technical development of IPP coal-fired power project (~USD 2.3 billion)
  - Successfully led a recovery of IPP power project (~USD 500 million) as a Project Director
  - Managed selection and implementation of Document Management System (SaaS)
  - Facilitated problem solving activities (e.g., based on RCA), incl. coaching
  - Member of Board Technical Committee (~USD 3.4 billion coal-fired IPP project)
- Responsibility:** *project development and execution, contract administration / setting up of a Competence Centre, process optimization and problem solving activities (projects and operating assets) / leading interdisciplinary teams of up to 35 experts*
- 04/2011 - 01/2015 **Lohrmann International, Wiesbaden/Germany** ([www.lohrmann.com](http://www.lohrmann.com))  
 Trading with pre-owned industrial plants (relocation projects)  
**Director Power Plant Division** (reporting to CEO)
- Led business development, incl. marketing and sales activities
  - Led sourcing, condition assessment and cost estimation related to pre-owned plants with a value of up to ~USD 120 million
- Responsibility:** *definition and execution of marketing and sales strategy / Power of attorney and P&L / leading team of 5 staff*

- 07/2008 - 03/2011 **ILF Consulting Engineers**, München/Germany, UAE, Nigeria (www.ilf.com)  
Engineering and consulting services  
**Department Head - Project Execution, Project Manager** (reporting to Vice-President)  
  - Led development/implementation of Document Management System - SaaS
  - Led proposal activities for consultancy services for ~USD 2 billion CCPP project
  - Coordinated creation of technical specifications for CCPP project, USD 750 M range**Responsibility:** *techno-commercial project planning | process optimization (department and project level) | leading teams of up to 10 experts*
- 01/2002 - 06/2008 **Lahmeyer International GmbH**, Bad Vilbel, Germany (www.lahmeyer.de)  
Engineering and consulting services  
**Project Manager** (01/2005 - 06/2008) – Dubai/UAE  
  - Led successful execution of ~USD 1 billion EPC project (CCPP + seawater desalination plant), incl. contract administration, site supervision, engineering and claim management**Site Manager, Proposal Coordinator** (01/2002-12/2004) - Germany, Sri Lanka, Sudan, KSA  
**Responsibility:** *bidding process | project planning & execution | review, evaluation, drafting of project-related documentation | leading teams of up to 25 experts*
- 11/1989 - 12/2001 **Babcock Borsig Power (Deutsche Babcock)**, Oberhausen, Germany  
Power plant engineering, construction and servicing  
**Project Manager (Project Engineer, Design Engineer)** - Germany, Bangladesh, Kuwait, UAE

## Education

- 09/1981 - 05/1987 **Diploma in Engineering (Diplom-Ingenieur)** | Silesian University of Technology, Faculty of Mechanical and Power Engineering | Upper-Silesia (Poland)
- 09/1976 - 05/1981 School-leaving examination (Technical College) | Upper-Silesia (Poland)  
Focus: Shipping machines and installations

## Further Education

- **PMP – Project Management Professional** (according to PMI) Project Management Academy (Babcock Borsig Power, Oberhausen and University Siegen, Germany)
- **Mini MBA – Management Development Program** (PwC's Academy and University of Northampton) Dubai, UAE (www.pwcacademy-me.com)

## Additional Qualifications

- IT skills Microsoft Office | Document Management System (Avaro, TeamBinder) | MS Project
- Language skills **English:** excellent command | **German:** near native speaker  
**Spanish:** excellent command | **Russian:** good command | **Polish:** native speaker

## Additional Relevant Information

- Countries of experience United Arab Emirates, Saudi Arabia, Kuwait, Jordan, Bangladesh, Sri Lanka, Sudan, Nigeria, Colombia, Poland, Germany
- Interests Music (piano playing) | Sport (swimming, diving, sailing, skiing, tennis) | Travelling