



Dr. Artus Ph. Rosenbusch

Management Consultant

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Profile

Dr. of mathematics and game theory, combining strong analytics with a natural disposition to lead, motivate and develop people

More than 10 years of building and leading teams in management consulting or start-up environment in Germany, United Arab Emirates, Netherlands, UK, Czech Republic and Poland

Core expertise in the Energy field (generation, distribution, retail, energy efficiency and sustainability, regulation and public policy)

Passion for developing self, team and clients; conducting trainings and coaching executives

Professional Experience

- 2019 – today** **Principle and Head of LRN LAB, innogy Consulting, Frankfurt**
Business Unit focused on innovation and organizational learning
 - Developed new services (consulting products, online platform)
 - Venture building for market-tested products (e.g. lrn-now.com)
 - Responsible for innogy Consulting’s Marketing department
- 2016 – 2019** **Vice President Consulting, innogy International Middle East, Dubai**
Responsible for innogy Consulting’s business line in the Middle East
 - Increased sales performance by more than 15 million USD
 - Doubled local team and business line revenues, built client portfolio and consistently over-achieved net profit targets
 - Drove collaboration between international offices (UAE, USA, Europe)
- 2014 – 2016** **Managing Consultant, innogy / RWE Consulting, Frankfurt**
Responsible for large scale programs and budgets, stakeholder management up to Board level, project acquisition, recruiting and company development
- 2011 – 2014** **Senior Consultant and Project Lead, RWE Consulting, Frankfurt**
- 2010 – 2011** **Associate, booz & company, Frankfurt**

Trainings and Certificates

- 2019** **NLP Basic** certified (DVNLP); **sales & acquisition**, Kirchner-Seminare
Resilience: detecting and managing stress in yourself and your employees
- 2018** **Negotiation & influencing skills for senior managers**, LBS, London
- 2014 – 2019** **Evidence based leadership**, training/1:1 coaching, Global Leadership School

Education

- 2007 – 2010** **Dr. rer. nat.: PhD studies in Mathematics (Game Theory), TU Darmstadt**
 - Dissertation: “Fairness Considerations in Cooperative Games”
 - Scholarship from Stiftung der Deutschen Wirtschaft, sdw
- 1999 – 2007** **Diplom** (German equiv. of a MSc) **in Mathematics, TU Darmstadt**
 - 2 Semesters at Universidad de Salamanca, Spain
 - All A grades (“with distinction”)

Memberships and Honorary Positions

- 2011 – today** Active member and regular speaker, Mensa in Deutschland e.V.
- 2005 – today** Member of konaktiva e.V.

Details

Europa-Allee 37
60327 Frankfurt,
Germany
+49 152 5469 2605
Date of birth
25.12.1980
German citizen

Skills

- Business Analysis ●
- Project Management ●
- Negotiation & Sales ●
- Market Modelling ●
- Business Strategy ●
- Change Management ●
- Machine Learning ●

Languages

- German ●
- English ●
- Spanish ●
- Dutch ●
- Italian ●
- French ●
- Russian ●

Leadership Styles

- Ethics driven ●
- Target driven ●
- Coach and Enabler ●
- Visionary, Attraction ●
- Relationship Based ●
- Container ●
- Edge & Tension ●
- Transforming Space ●
- Bureaucratic ●

Project Experience in Management Consulting (Selection)

Smart City, Energy Policy, Clean Energy and Energy Efficiency

- UAE utility, 2018 **Technical Feasibility of Waste to Energy**, in cooperation with a large-scale camel farm (6000+ camels)
- UAE federal entity, 2018 **Energy Efficiency Strategy 2040** including power and water consumption across Transport, Industry, and Built Environment
- UAE gov't entity, 2017 **Dubai Clean Energy Strategy 2050**, showcasing several technology-scenario-robust and cost-optimal paths toward 75% clean energy in Dubai
- UAE utility, 2015-2019 **Advanced Metering Infrastructure** – strategy and implementation through tendering of comms as-a-service
- Leading EU utility, 2012 **Energy Efficiency Services** –sales approach for German B2B

Market Modelling and Scenario Analysis

- UAE gov't entity, 2016 **Dubai Integrated Energy Strategy**: scenario-based approach using an integrated model that includes power-water co-generation and hourly dispatch to 2050
- Leading EU utility, 2015 **2050 market study for Czech Republic** investigating impact of technology and policy scenarios, extending an integrated market-model developed for a previous study on the Polish market
- Leading EU utility, 2014 **2050 market study for Poland** investigating impact of various technology and policy scenarios given an integrated market-model developed for the study

Restructuring and Corporate Transformation

- Leading CZ utility, 2020 **Carve-out plan and implementation office**, splitting previously integrated company into a grid business, an energy retail business and a gas storage business
- Leading EU utility, 2019 **Implementation planning** for a major Energy Industry deal in 2019-2021
- Leading NL utility, 2014 **Implementation of Shared Service Centers** and nearshoring
- Leading EU utility, 2013 **Set-up of a pan-European company** for Power Generation

Culture and Change

- Leading UAE utility, 2016 **Development program** for Emirati talent (next generation of leaders); program repeated in 2018
- Leading EU utility, 2015 **Change & New Ways of Working** – program development and coordination of 100+ agents to enable 60,000 FTE

Operational Excellence

- Leading UAE utility, 2018 **Mobile Workforce Solution** - strategy and subsequent end to end implementation for several thousand field workers; based on SAP Work Orders
- Large UK utility, 2014 **Back-office Target Operating Model** for meter to cash process and settlements towards Ofgem
- Affiliate network, 2011 **International turn-around strategy**

Finance and Quantitative Risk

- Large US Bank, 2011 **Risk Stream** in bn-USD efficiency & effectiveness program
- German Landesbank, 2007 **Value at Risk model** based on historic simulation
- Leading Asian Bank, 2006 **Value at Risk model** based on Monte Carlo simulation

IT Tools

- MS Office 365 ●
- ThinkCell ●
- Mac OSX Suite ●
- Trello, Slack, Confluence ●
- MS Visio ●
- Adobe Creative Suite ●
- PLEXOS ●
- G Suite ●
- Blue Prism ●

Programming

- Java ●
- C++ ●
- Python ●
- Visual Basic ●
- MATLAB ●
- TensorFlow ●

Personal Interests

- Competitive Latin dance
- Aikido, Go
- Development of self and others
- Sustainability and Clean Energy

Frankfurt, Feb 11, 2020