



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, energy+ and e-mobility)

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

Professional Experience

- 2019 – today** **Principal 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 (public, individual), 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, mobility data, 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, Mar 13, 2020