

PERSONAL DETAILS

Name : Hans Georg Klein
Nationality : German-Australian
DOB/Country : 10 January 1956 / Freiburg i.B. Germany
Marital status : Married with 2 Sons 20 & 15 Years old
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EDUCATION

- *HIA Queensland Business Management for Trade Contractors, Brisbane, Australia*
- *TAFE Queensland Certificate III in Furniture Making incl. Award*
- *Value Added Management Course, Brisbane, Australia* o Degree Certificate in Value Added Production Management
Based on the TOYOTA Production Principals
- *Education Academy Chambers of Heilbronn, Germany* o Educational Degree Certificate in Master Joiner/Carpenter incl. Award
- *Technical University Pforzheim Cabinet Making, Pforzheim, Germany* o Degree Certificate in Cabinet Making (Theory) (Hons) o Degree Certificate in Cabinet Making (Practical) (Hons)
Attached to Meoble Schauer Interiors for Degree (Practical)
- *Mercedes Benz Apprenticeship in Trade of Toolmaker, Sindelfingen, Germany* o Degree Certificate as Toolmaker (Practical)
- *Technical University Gottlieb Daimler School Toolmaker, Sindelfingen, Germany* o Degree Certificate as Toolmaker (Theory)
- *High School Sommerhofen, Sindelfingen, Germany* o High School Degree Certificate

- *OHSE Management System Course by Safe Train, Australia*
- *Certificate of Completion ISO 9001:2008, Chiltern TMC*
- *ISO 9001:2000 Training Course by ABS Group, Inc. Middle East*
- *BSA Licence No 1115822 Supervisor Cabinet Maker & Joiners*
- *Trained as an Electronic Weapon Mechanic on the F104G Starfighter & F4 Phantom @ The German Air Force*

COMPUTER SKILLS

Built-soft Estimator Software

20-20 Technology Interior Design Software

MYOB Account

Microsoft Word

Microsoft Excel

Microsoft Projects

CAD 10

QUALIFICATION SUMMARY

- Strong manufacturing and installation management (estimating, production and project) in the Middle East, South East Asia, Australia and Germany in corporate office, 5-star hotels, luxury condominium & super-yacht fit-outs.
- Knowledge in managing a business based in Singapore for a European company specifically dealing in architectural and furniture hardware, thermoplastic base laminates, aluminium and PVC extrusions for the South East Asia & Australia/New Zealand market.
- In depth knowledge of South East Asia and Australia market sales and marketing strategy in promoting European architectural and interior hardware products.
- Interacts well with people of all levels and races.

STRENGTH

- Ability to adapt fast to new environment.
- Ability to learn new skills fast.
- Ability to visualise and put to work new products and concept.
- Patient and interacts well with people at all level.

WORKING EXPERIENCE

August 2014 till present

Al Muntasser Construction & Trading W.L.L.-Doha

General Manger of the ID-Department

Reporting to the Managing Director & Shareholders

Project included:

- New Qatar National Museum (All Acoustic Walls & Ceilings)
- New Sidra Hospital (Acoustic, Fire rated & Metal Ceilings)
- Ministry of Higher Education Head Office (15 Floors of Office Renovation)
- Ministry of Higher Education Middle East Training Centre (5 Floors of Turn Key Office Fit-out)
- Ministry of Interior New Passport & Immigration Building (Supply & Installation of 1440 Fire & Non-Fire rated Doors)
- Ministry of Health New Behaviour Centre Office (5 Floors of Turn Key Office Fit-out)
- Ministry of Energy & Industry Head (11Floors of Office Renovation)
- Perlita Gardens @ The Pearl-Qatar (Ceiling Works)
- Huawei Head Office (Renovations Al Farden Tower)
- Huawei New Headquarter Doha (Turn Key Office Fit-out)
- New Support Camp for Qatar Petroleum (
- Centro Hotel(Ceiling Works)
- Housing Estate in Al Khor (Ceiling Works)
- Barzan Amiri Camp (Ceiling Works
- New Qatar Foundation Office Headquarter (Acoustic Walls Works)

May 2012 till July 2014

BBR Design W.L.L – Doha/Qatar

Project Director

Reporting to the Managing Director

Duties included:-

- Kick-off Meetings with the Clients to understand his requirements and needs.
- Briefing the In-House Interior Designers, the requirements and needs of the Clients.
- Approvals of the Concept Designs before represent to the Client. □ Approvals of the Material & Mood Boards.
- Provide Pre-Contract Estimation & Bill of Quantities to the Client.
- Preparing Tender Documents for the different Sub-Trades. □ Approval of the submitted Tender Quotations.
- Approval of all Design & Construction Drawings
- Preparing the Companies Main Contract to the Clients and Sub-Contractors.
- Company monthly Billing to the Client.
- Approvals of the Sub-Contractors Invoices.
- Weekly Site Meetings with the Client and Sub-Contractors.
- Daily Project Site Inspection.
- Monitoring Project for possible Variations.
- Provide yearly and monthly Cash Flow Forecast based on the existing & new estimated Projects.
- Contract Variation Reports □ Monitoring of the Retention Monies. □ Sign off Projects.

Projects included:-

- Oracle Qatar Office Fit-out (Build only)
- Hewlett & Packard Qatar Office Fit-out (Build only)
- German Visa Application Centre Doha (Design & Build)
- Green Gulf Qatar Office Fit-out (Design & Build)
- Al Koot Insurance & Re-Insurance Company (subsidiary of Qatar Holding) Office Refurbishment (Design & Build)
- Kone Elevator Qatar Office Refurbishment (Design & Build)
- HBK Managing Directors new Office Fit-out (Design & Build)
- New Qatar Stock Exchange Headquarter (Design only)
- Systra-Qatar (Design & Build)

- Bennett Jones-Qatar (Design & Build)
- Paris Staint Germain Shop (Build only)
- Thales –Qatar (Design & Build)
- Regus Business Centre at Jaidah Square (Build only)
- Allianz Insurance Office (Design & Build)
- Quatalum VIP Office (Design & Build)
- Lockheed Martin Office (Design & Build)
- Bennett Jones Law Office (Design & Build)

May 2010 till April 2012

Al Bateel Interiors W.L.L – Doha/Qatar

Contract Manager & Head of the Project Department

Reporting to the General Manager

Duties included:-

- Monthly Billing of the Main Contractor as per Contract Terms
- Monitor possible variation to the Main Contract
- Monitor Main Contractors Time Schedule
- Provide monthly Cash Flow Reports to Senior Management for each of the running Projects
- Provide yearly and monthly Cash Flow Forecast based on new estimated Projects
- Contract Variation Reports
- Negotiating Cost and Terms of Contract Variations
- Approval of the Purchase Contracts to Sub-Contractors
- Approval of the Purchase Orders
- Approval of the negotiated Prices
- Approval of the Purchase Quantity
- Lead a group of 4 Project Managers with a workforce of 85 foreign workers.

Projects included:-

Souq Waqif Hotel (Al Jasra)

- Al Najma Hotel-Doha City
- Viva Bahriya Condominium @ The Pearl
- VIP Villa @ West Bay Lagoon
- Qatar Ministry of Business and Trade (Office of the Minister)
- Qatar Petroleum (Office Fit-out)
- QMedia (Office Fit-out)
- QNBN (Office Fit-out)
- CBQ Bank (Bank Fit-out)

March 2008 till April 2010

GREENLINE YACHT INTERIORS – Dubai & Hamburg

Commercial Manager

Reporting to the Vice President

Duties included:-

- Responsible for the Accounts, Estimating, Quantity Surveying and Procurement departments with a total company workforce of 700 staff.
- Monthly Billing of the Main Contractor as per Contract Terms
- Monitor possible variation to the Main Contract
- Monitor Main Contractors Time Schedule
- Provide monthly Cash Flow Reports to Senior Management for each of the running Projects
- Provide yearly and monthly Cash Flow Forecast based on new estimated Projects
- Contract Variation Reports
- Negotiating Cost and Terms of Contract Variations
- Approval of the Purchase Contracts to Sub-Contractors
- Approval of the Purchase Orders
- Approval of the negotiated Prices
- Approval of the Purchase Quantity
- Monthly Commercial Meetings with the Main Contractor and Owner Representative Management
- Holding weekly In-House Management Meetings
- Product Quality Checking (Production and Project Site)

Projects included:-

- M.Y. Eclipse the world largest private Super Yacht built in Hamburg, Germany at the Blohm & Voss Shipyard. Fit-out value EUR\$ 24Mill.
- M.Y. Swift 141 built in Abu Dhabi at the Abu Dhabi Mar Shipyard. Fit-out value EUR\$ 11.8Mill.
- M.Y. "A" built in Kiel, Germany at the TKMS Shipyard Fit-out value EUR\$ 14Mill.

Dec 2004 till Feb 2008

FORMULA INTERIORS – Brisbane Queensland

Senior Estimator Commercial Interior Fit-out

Reporting to the Managing Director

Duties included:-

- Quoting on commercial office fit-outs, Hospitals, and Australian government contracts.
- Winning contract Emirates Airport VIP Lounge Brisbane value AU\$4.2M.
- Winning contract 333 Ann Street corporate Office Fit-out AU\$1.6M.
- Winning contract 40 Ann Street corporate Office refurbishment AU\$560K.
- Winning contract corporate Office Fit-out at South Bank AU\$630K.
- Winning contract Australian Taxation Department corporate Office Fit-out AU\$2.4M.
- Technical support for the Project Management.
- Preparing Tender Documents for Sub-Contractors
- Negotiate Contract Terms and Prices with the Sub-Contractors

Feb 2000 till Nov 2004

SIBU DESIGN ASIA – Singapore

Managing Director (Partner)

Duties included:-

- Reporting directly to main headquarter in Austria.
- Head of an own Sales force of 16 People.
- Pioneered sales and marketing efforts in South East Asia and Australia's market for the new unknown European products.
- Turnover for 2004 = Euro\$2.95M. from Euro\$ 350K @ 2000.
- Providing monthly Profit & Loss statements.

- Developed e-marketing efforts, provide value added management with consultancy service to manufacturers.
- New products sourcing for niche markets.
- Organizing In-house Product Trade-shows.
- Product Road-Shows @ the largest Interiors Design Offices
- Providing technical advice for Interior Designers and Manufactures
- Establish/Maintained business relations with distributors in Malaysia (East & West), Australia (Sydney & Perth), Indonesia (Jakarta & Semarang), Sri Lanka (Colombo), Philippines (Manila & Cebu), Thailand (Bangkok), Vietnam (Ho Chi Ming City), Myanmar (Yangon)

Jan 1996-Jan 2000

STERLING WOOD INTERNATIONAL – Singapore

Interior Fit-out Estimator & Project Manager

Reporting to the Managing Director

Duties included:-

- In charge of the production and manufacturing plant in Indonesia.
- Production workforce of 250 staff.
- Handled hotel and condominium fit-out projects in Singapore, Indonesia and Myanmar valued at approx Singapore \$3.5-5.5M. each Project

Projects included:-

- Banyan Tree Resort Phase 2 & 3 Bintan Island (Indonesia)
- Daxton Hotel,
- International Hotel Singapore
- SouthHaven2 Condominium (Bukit Batok)
- Westmere Condominium (Jurong).
- Eastvale Condominium (Pasir Ris)
- Sembawang Service Apartment (Sembawang)
- Myanmar - Shangri-La Hotel Service Apartments (Yangon)

Oct 1991-Dec 1995

ATELIER FURNITURE- Perth Western Australia

Interior Fit-out Estimator-Project Manager

Reporting to the Managing Director

Duties included:-

- Oversee the production and manufacturing plant in Australia.
- Production workforce of 60 staff
- Handled office fit-out projects in Australia & Singapore.

Projects included:-

- Singapore - Tanker Pacific (Millenia Tower) – approx. 40,000sqft
- Installation workforce of 40 staff value AU\$ 1.6M.
- Singapore - Reed Elsevier (Millenia Tower) - approx. 100,000sqft
- Installation workforce of 60 staff value AU\$2.3M.

July1986-Sep1991

HAEFELE AUSTRALIA PTY LTD – Melbourne Victoria

Marketing Development Unit Manager

Reporting to the Managing Director

Duties included:-

- Sourcing of new Products going Overseas
- Appointing of new Product Suppliers
- Handling Key Accounts
- Handling large Projects. Products related
- Responsible for set-up State-wide Showrooms
- Organizing of In-house Product Trade-shows
- Training of the Companies Sales Personal on new Products

- Provide Technical Support for Manufactures Products related
- Monthly Sales Report to the Senior Management
- Profit and Loss Statements on different Product Ranges

LANGUAGE SKILLS

Spoken: English, German (fluent)

Malay, Italian (basic)

Written: English, German (fluent)

REFERENCES

Available upon request.

HOBBIES

Reading, Music, Cooking, Photography & Country Site seeing