



## Sales Manager Europe/Central Asia Stefan Urselmann



Stefan joined RWE Technology International in early 2023 as Sales and Business Development Manager for Europe and Central Asia and has since been responsible for external business development.

Stefan began his career alongside his Mechanical Engineering studies in R&D at Siemens Energy in the area of turbine design and thermodynamics for power plants.

After graduation, he moved to the sales side of pump manufacturer KSB in Berlin, where he initially did project-related national technical

sales for pumps and valves.

Later, he focused on global business development in the life science sector and on an M&A at KSB's headquarters in the Rhine-Neckar region.

Stefan completed the profile for technical sales after his Master in Energy and Process Engineering with a Master in Business Marketing with focus on European and Asian markets at the FU Berlin.

### 1 What gives you most satisfaction in your work?



I am excited by the opportunity to work with customers from a wide variety of sectors, industries and locations to advance the common goal of the energy transition.

### 2 Why did you choose RWE TI?



RWE is *the* reliable supplier of energy. With RWE Technology International, I have the opportunity to pass on the Group principle of "Growing Green" to our customers as a successful concept on an international level as well.

### 3 What three words best describes you?



Solution-oriented. Pragmatic. Determined.

### 4 „Our aim is your success.“ – What it means to me:



As a technical consulting company, we always put ourselves in our customer's shoes to search for and find the best solution. In doing so, we always take into account all of the customer's technical, commercial and regulatory framework conditions, so that we always act as the "owner's engineer".