



Paul Wijsen

Senior Digital Transformation Consultant - Process Automation

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SUMMARY

Senior Digital Transformation Consultant with 20 years of experience promoting Industry 4.0 innovations, mainly in the Middle East region for D2M Solutions FZE (Dubai, UAE), reseller of Dassault Systemes and Siemens Digital Factory Products, and 4th Dimensions Technologies (Athens, Greece), reseller of PTC IOT products for Greece and Saudi Arabia. Recently (Jan 2019) returned to Belgium and active as business development manager for AGIDENS Oil and Gas Storage, Antwerp

- 18 years' expertise in the Middle East, particularly Saudi Arabia and the United Arab Emirates
- Integral part of the leadership team responsible for converting leads into sales by unlocking and detailing business process and factory automation following Industry 4.0 principles
- Led major leadership activities such as Executive Consulting, Business Process Modeling, Project Management, Industry Services Executive Support and Customer Support.
- Set-up new support and services organizations governmental and private clients in Saudi Arabia.
- System Integrator of people, processes and equipment by automating order based activities.
- Managed high-level executive relationships and critical issues as Senior Program Manager for the Middle East customer base.
- Digital Transformation Program Manager and Focal Point for a large (> 2000 named users) Saudi Arabia Government Center (Process and Defense Industry).
- From September 2001 until December 2008, served as Executive Consultant for the Middle East VP of 4th Dimensions Technologies (Athens, Greece) in the area of People and Processes Management, Skills Development and Deployment in the framework of a Program Management Office.

Qualifications : Graduated Cum Laude Masters in Mechanical Engineering and Robotics, Groep T, KULeuven , Belgium

1994

KEY STRENGTHS

- Deep understanding of the full production scope including Customer Requirement and Specification Management, Product Development, Supply Chain, Manufacturing, Service and C-level Dashboarding Processes, from early planning till end of life tracing.
- System integration projects : project scoping, architecture and agile project management.
- Business Process Modeling skills and mapping Product Development and Production Processes to Digital Supported Processes and Control Automation.
- Agile and PMI Project & Program Management with strong customer focus.
- Programming expertise in managing and executing customizations on a MOM/MES platform.
- Extensive experience in People Skills Development and Deployment Management.
- Efficient at setting up new organizations and new processes with associated management tools and metrics.
- Managing international teams across multiple countries, with strong focus in building team consensus.
- Managing direct customer and partner projects with Customer Relations Management to drive customer satisfaction.
- Revenue and Margin tracking, Budget Control and Contract Definition.
- Optimizing PDP related operations through the introduction of appropriate processes and state of the art digital solutions.

PROFESSIONAL EXPERIENCE

AGIDENS Oil&Gas, Antwerp, Belgium

March 2019 – Present

AGIDENS is an automation and system integration company, mainly specialized in infrastructure control, oil and gas/chemicals liquid bulk storage, and process industry.

MES (ALINE/AXCELL/ATALK) Project Owner New Business

- Business Development, Lead generation and pre-sales support
- Project Architecture and Scoping, Business Process Modeling
- Contract Management
- Project Management (Agile)
- C# / Angular Development

D2M Solutions FZE, Dubai, United Arab Emirates

June 2008 – February 2019

D2M Solutions is a one-stop-shop for the complete product development innovation and production process optimization. Solutions are covering cloud capturing technologies like laser scanning (short as well as long range), authoring tools for CAD/CAM/CAE and PLM, 3D Printing and Immersive 3D environments. Provided Automation Solutions are geared towards the Industry 4.0 Digital Twin concept, based on the latest available Digital Transformation Technologies (MES/MOM and IOT). As main Reseller of SIEMENS PL, D2M provides services in Aerospace and Defense , Oil & Gas, CPG, and the Food and Beverage industries.

Business Development Director Key Accounts

01/2013-Present

Quotation definition and Scope of Work development for all the processes, tools and metrics for program management and resources utilization of new PLM implementations, including pricing and determining sales strategy.

- Performed benchmarking, demonstrations and training on the Siemens Digital Factory Products.
- Maintain an excellent relationship to existing customers by continuous improvement on existing platforms.
- Business Value Assessments of existing organizations and GAP analyses at Process Driven organizations.
- Business Process Modeling of complete Product Realization Processes of complex products.
- Lead and Opportunity generation through onsite visits and consultancy.
- Responsible for the achievement of the services business revenues and margin targets.

Senior Project Manager Digital Solutions and Energy Optimization

08/2010-01/2013

- Accountability towards customer and stakeholders.
- Implementing and securing LEAN manufacturing management principles
- Phasing, breakdown and follow-up implementation activities against invoicing criteria.
- Managing Awareness Programs and culture change initiatives.
- Organize processes transformation in line with customer global corporate strategy.
- Detect and execute new opportunities for support service offerings.

Senior Implementation Consultant medium and large projects

06/2008-08/2010

- Scope of Work Definition.
- Business Process Modeling
- Platform Configuration, Workflow design and Customizations.
- Training system administrators (platform high availability, tuning and backup&recovery).
- Training business administrators in document and process management.
- Training end users on various roles.

4th Dimension Technologies, Athens, Greece**September 2001 – June. 2008**

4th Dimension Technologies is the assigned VAR for all PTC products in Greece and assigned key accounts in Saudi Arabia. 4DT provides full implementation services for complete PLM Implementations, laser scanning technology and 3D Printing.

After Sales Team Department Manager**2002-2008**

- People and resource skills manager.
- Acted as executive consultant in partnership management.
- Managed the Customer Support PLM business operations.
- Deployed project management consulting on existing customer and internal projects.

PLM Consultant for PLM Implementation at Frigoglass, Kato Achaia, Greece (+500 PLM Users)
2002

- OOTB Installation of PTC's Product Data Management Solution.
- Configuration Management including configuration management for worldwide support (sites in Turkey, Russia and India).
- Legacy Data solution developer to mass import a worldwide scattered library with different taxonomies.

Windchill System Implementor for Zamil Airconditioners, Dammam, Saudi Arabia
2001

- Project Size : 30 CAD, 5 CAM and 2 CAE Users, 2 remote fully automated factories – 150 PLM Users
- Machine Simulation and post processor development of 5 axis CNC mill-turn machining.

Pauwels Transformers, Mechelen, Belgium (now 'CG Power Systems')**1998 – 2001**

CG in Belgium is a leading manufacturer of innovative transformers, and a fast-growing competitor in the market of switchgears, substations, integrated solutions and services.

PTC Brand Specialist, part of the Global Enterprise Wide PLM Implementation Team (IDW)

- Pro/Intralink for CAD Data management in combination with 'CADIM' as PDM and automatic workflow engine.
- CAD and PLM training for sites in Mechelen (Belgium), Djakarta (Indonesia) and Winnipeg (Canada).

Philips Electronics, Hasselt, Belgium**1994 – 1998****Mechanical CAD Designer**

- Mechanical Development of DVI players and Jukebox CD optical readers.
- Expert in PTC's Pro/Engineer top down design and Pro/Program automation.
- Part of the Pro/PDMLink and Pro/Intralink (precursors of PTC WindChill) global implementation team.
- Responsible for the data exchange processes automation between HQ and the factory in Singapore.

EDUCATION

- Masters : Cum Laude Master in Mechanical Engineering / IT, Groep T, Leuven, Belgium **1994**
Thesis : Manufacturing Business Value of PTC's Pro/Molding – the first 3D CAD Solid Modeling application that supports injection molding development and machine simulation based on a associative parametric solid modeling kernel.
- High School : Math/Science, Sint-Pieterscollege, Leuven, Belgium **1990**

PROFESSIONAL ACHIEVEMENTS

- Program Manager for Various Digital Factory Automation Projects (MOM and Control)
- Certified Sales Engineer for Siemens Software Products (SIEMENS Teamcenter PLM, NX, MES, IOT)
- Certified Implementer for Dassault Systems ENOVIA V6 Platforms and 3DEXperience
- Certified Implementer for PTC Windchill and IOT platforms
- Speaker at various Global User forums worldwide for Automation Technology
- Consultant for RAND Technologies to specify and develop a PLM API for Pro/Engineer (1995), used as the early start of Pro/Engineer PDM.

IT SKILLS

Excellent Skills in :

- Project Management (MS Project) following PMI standard
- Agile Scrum project management (JIRA/YouTrack)
- MOM/MES business modeling tools
- SIEMENS IOT Automation Platform programming
SIMATIC IT, PreActor, MindSphere
- Business Process Modeling : UML and BPML
- Programming :
 - ✧ Backend : C# .Net Framework, Java/Spring Boot/REST,
 - ✧ Frontend : Angular and Vaadin
- CAD : Creo Parametric
- PLM : Windchill PLM, ENOVIA V6, SIEMENS Teamcenter
- Excellent skills in MS Office 365 tools for executive presentations and reporting purposes

Good knowledge of “

- 3th tier applications like Oracle DB, Tomcat and Apache webserver
- Virtual Reality Visualization Software – stereoscopic representation software
- Laser Scanning technology and 3D printing

OTHER

- Language: Native Dutch, Fluent in English, Good knowledge of French
- Belgium Nationality, International driving license.
- Family status: Co Habitant, 2 children : 15 and 13 years old
- Currently self-employment statute, VAT subjected