

# Curriculum Vitae

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An accomplished commercial leader and strategist within the field of global climate protection, managing international stakeholders and supporting high profile CDM and Carbon Emission Reduction projects. Has 7 years experience of supporting the end to end lifecycle of climate change initiatives from identifying and securing finance and leading start ups through to implementation. Complements this with over 10 years managerial experience; managing people, processes, and strategies at the highest levels.

A bi-lingual professional (English and German) who offers a PhD level education and a proven track record of service delivery and business development within the fields of energy and renewable-energy.

**Carbon Trade Financing ▪ Design & Delivery of Climate Policy ▪ Clean Development Mechanism (CDM) ▪ Climate Change & Carbon Trade Consultancy ▪ Climate Change Mitigation & Adaptation ▪ Climate Change Negotiation & Market Mechanisms ▪ Environment Management ▪ Sustainable Development ▪ EH&S Compliance ▪ Waste Reduction ▪ Air Pollution**

## SELECTED ACHIEVEMENTS

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- Currently working with the German Technical Co-operation (GTZ) in Beijing to design and implement a new project on behalf of the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (FME) that supports German industries in the fulfilment of their Kyoto obligations (CDM Service Unit China)
- Worked collaboratively with the Chinese Government to raise awareness amongst Chinese CDM stakeholders of business opportunities to take part in international carbon trade projects (ACCA21)
- Raised international awareness of the business opportunities for foreign CDM stakeholders in China; secured major carbon promotion and procurement investment projects with Endessa, RWE and the German Chamber of Commerce (ACCA21)
- Successfully led project sourcing and origination activities and promoted investments in CDM projects with high sustainable development co-benefits within the energy and renewable-energy sector (ACCA21)
- Worked with a Chinese energy and environmental protection company to acquire and implement a project for a German utility company to identify potential coal mine methane CDM projects (ACCA21)
- Developed a business plan to provide environmentally-orientated cost management (EoCM®) consultancy services (ACCA21)

## PROFESSIONAL STRENGTHS

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### Political / Commercial Acumen

- Extensive experience of programme management and business development within both public and private sector organisations
- Mobilises financial resources to support CDM projects and promote investment opportunities
- Has the diplomatic skills needed to work with the Chinese government and has experience of managing the complexities and bureaucracy associated with the region

### Relationship Management

- A skilled relationship manager who creates and sustains networks of CDM stakeholders and participants
- Experience of managing governmental and financial relationships, promoting international co-operation
- Promotes climate change awareness through building teams, forging relationships and delivering training sessions at all levels of an organisation

### Strategic Thinking

- Works with CDM stakeholders to define mid term and long term strategies on the carbon market and framework conditions
- Applies commercial knowledge to lead capacity building to support large scale CDM projects

### Business development

- Offers a track record of identifying business and project opportunities for carbon market stakeholders
- Experience of identifying projects within China and Asia that are potentially eligible under the CDM

## **CURRENT APPOINTMENT**

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**Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH, German Technical Co-operation (GTZ), Beijing Office**  
**Country Manager CDM Service Unit China** **[Feb 08 – To Date]**

- Designing an overall strategy, operational plan, and budget plan for the CDM Service Unit China
- Set up office in Beijing including recruiting
- Structuring and managing large networks
- Development of information material (publications, research)
- Organisation of conferences & seminars
- Development of a project pipeline
- Strengthening the role of German businesses in the global CDM market
- Supporting German economical co-operation
- Supporting technology transfers.

## **PREVIOUS WORK HISTORY**

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**The Administration Centre for China's Agenda 21, Beijing, P.R.China**  
**SENIOR ADVISOR ON CLIMATE PROTECTION** **[Feb 04 – Feb 08]**

*A Chinese Government affiliated organisation, operationally involved in climate change issues and provides technical support to the Office of Global Environmental Affairs, the Office of National Climate Change Co-ordination and the Ministry of Foreign Affairs*

- A high level strategic role tasked with two way promotion of CDM opportunities: worked with Chinese CDM stakeholders to promote international carbon trade and encouraged foreign CDM stakeholders to participate in carbon reduction projects in China
- Utilised extensive relationship management skills to establish links with a wide range of international organisations and promoted awareness through lectures, training, workshops and international networking
- Retained a strong service orientation, working with local Chinese service providers and project developers to ensure the operational structures were in place to support projects. Also supported the establishment of local CDM centres in a number of Chinese provinces, providing expertise to enable country wide capacity building programmes
- Established and embedded a business development process to enable the effective identification of potential projects eligible for CDM

### **Selected Projects / Programmes**

**ESI – EuroSinInvest AG (Swiss), Beijing [6 months, part time]**

- Managed the activities of the China CDM Joint Working Group and established relationships within both Chinese and international private sector businesses who are active in the fields of climate change and CDM

**Hongyuan, Beijing Energy & Environmental Protection Co Ltd [6 months, part time]**

- Provided business and project development support. This included acquiring and implementing a project for a German utility company to identify potential coal mine methane CDM projects

**PriceWaterhouseCoopers, Transaction Services, China [12 months, part time]**

- Advice for the implementation of a climate change team and consultancy services

**GTZ Thailand, E3Agro [1 week]**

- Led research into the needs of Thai industry to facilitate stronger co-operation with Germany to promote energy efficiency and biomass energy and environmental technology transfer through carbon finance

**GTZ Beijing – Inception stuffy on the Chinese Biomass Energy Potential [2 weeks]**

- Developed a concept for Sino-German co-operation in sustainable development of the Bio-energy sector
- Identified and developed strategies to promote investment opportunities for both national and international investors

**SENIOR CONSULTANT, PriceWaterhouseCooper, Germany** [Apr 01 – Jun 04]

- Situated within Global Environmental Services; provided a range of consultancy services covering climate change, environmental management and occupational health and safety
- Employed a collaborative approach to work with clients to assess internal EH&S standards and led risk identification and mitigation activities
- Understood a client's business and delivered aligned sustainability solutions
- Provided consultancy across the financial sector
- Clients included Bayer AG, RWE and SAP

**WASTE MANAGEMENT MANAGER, Relecon GmgH, Recycling Logistics Control, Germany** [Jul 99 – Apr 01]

- Focussed on managing quality control processes for plastic waste within recycling plants
- Demonstrated strong strategic skills to define and execute comprehensive waste reduction strategies and was constantly implementing continuous improvement initiatives

**CLIMATOLOGY CONSULTANT, University of Trier, Germany** [1997 – 1999]

- Situated within the Department of Applied Physical Geography
- Researched urban air pollution and the integration of climatic and air-hygienic aspects into city and communal living

**MAPPING SYSTEMS MANAGER, Daimler-Benz Aerospace Dornier, Germany** [1996 – 1997]

- Processed and analysed airborne synthetic aperture radar (DOSAR) images of protected forest areas in Indonesia for the project "Protected Forest Monitoring in Indonesia"
- A substantial part of this role was conducted onsite in Indonesia

**SCIENTIFIC ASSISTANT, University of Essen, Germany** [1994 – 1996]

- Situated within the Institute of Ecology, Department of Landscape Ecology

**EDUCATION & PROFESSIONAL DEVELOPMENT**

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**PhD Urban Climate & Air Pollution Control, University of Essen, Germany** [1994 - 1996]

- Thesis: "Measurement of air pollutants in urban backyards"

**Degree in Applied Physical Geography, University of Trier, Germany** [1988 – 1994]

- Additional subjects: Botany, Pedology and Climatology
- Final year project: "Investigation of air pollution distribution in the urban area of Trier"

**Training**

- SAP EH&S, SAP, Germany [2002]
- Risk Management, PwC, Germany [2001]
- SAP for Auditing, PwC [2001]
- Training for Waste Management Officers, Federal Association for Secondary Raw Materials and Waste Disposal [2000]
- Qualification for specialists and executive personnel at the Academy of the Technical Inspection Agency, Cologne [1998 – 1999]

**ADDITIONAL INFORMATION**

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**Nationality:** German  
**Languages:** Fluent in English & German. Good understanding of spoken Chinese and Spanish  
**IT Skills:** Proficient in MS Office with a good knowledge of Excel for data analysis purposes  
**Interests:** Travelling and experiencing different cultures; reading; music (plays the flute) and spending time with family and friends  
**References:** Available on Request

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## APPENDIX

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### Presentations / Lectures

- **Carbon Forum Asia:** The CDM in China. Review and Outlook. Singapore November 2008.
- **Asia Power & Energy Conference:** Promoting investments for energy efficiency and renewable energy through carbon financing in China (Global Challenges in the Field of Climate Change). Singapore April 2008.
- **European Chamber, CDM Forum Meeting:** The Clean Development Mechanism (CDM). Status and Development Trends in China. Beijing June 2008
- **The Being Globally Responsible Conference:** Introduction into the Clean Development Mechanism (CDM) and the International Carbon Trade. China Europe International Business School (CEIBS), Shanghai June 2008.
- **Climate Change in the Future Sino-German Development Cooperation – New Ideas, New Approaches:** Future Global Challenges in the Field of Climate Change (Keynote speech). Beijing 23rd January 2008.
- **Hong Kong 1st BMW Clean Energy Forum** (Hong Kong University Business School): Climate protection in China (Keynote speech). Hong Kong 24th October.
- **CARBON Finance Asia 2007:** Promoting investments for energy efficiency and renewable energy through carbon financing in China. Singapore October 17th.
- **CARBON AND ENERGY IN ASIA 2007:** Promoting investments for energy efficiency and renewable energy through carbon financing in China (lecture), Singapore October 2nd 2007
- **Tongji University Shanghai, Urban Planning and Design Institute:** „Climate Change Impacts and Vulnerability“. The Climate Challenge in China - New responsibilities for Planners?: Shanghai 21st of September 2007
- **Ministry of Nature and Environment of Mongolia, Sustainable Development and Strategic Planning Department:** The Clean Development Mechanism (CDM): Promoting investments for energy efficiency and renewable energy through carbon financing. Challenges and Opportunities for the Mongolia (lecture), Ulaanbaatar (Mongolia) August 2007
- **Guangzhou Environmental Protection Bureau: The Clean Development Mechanism (CDM) -** Promoting investments for energy efficiency and renewable energy through carbon financing in China (lecture), Guangzhou July 2007
- **German Centre for Industry and Trade: “The Clean Development Mechanism (CDM) -** Promoting investments for energy efficiency and renewable energy through carbon financing in China” (lecture), Beijing July 2007
- **Biogas Markets Asia: “Promoting Investments for Renewable Energy and Biogas through Carbon Financing in China“,** Singapore June 2007
- **International Conference on Climate Change 2007: “Promoting investments for energy efficiency and renewable energy through carbon financing in China”.** Heinz-Peter Mang – Senior Adviser for Bioenergy and Carbon Trade Chinese Academy of Agricultural Engineering (CAAE) / Ministry of Agriculture (MOA) and Dr. Markus Schwegler - Senior Advisor Climate Protection. The Administrative Centre for China's Agenda 21 (ACCA21) / Ministry of Science and Technology (MOST). Hong Kong May 2007
- **Tongji University: “Environmental protection as a Challenge for vocational training“** (Umweltschutz als besondere Herausforderung in der beruflichen Qualifizierung. Dr. Markus Schwegler - Senior Advisor Climate Protection, The Administrative Centre for China's Agenda 21 (ACCA21), Ministry of Science and Technology (MOST) & Dr. Winfried Heusinger – Vizedirektor Aus- und Fortbildungszentrum Tianjin (AFZ). Shanghai May 2007
- **China Europe International Business School (CEIBS). The 2nd Being Globally Responsible Conference: “Introduction into Climate Policy – Mitigation of and Adaptation to Climate Change”** (lecture). Shanghai 12th of May 2007
- **China Environment and Sustainable Development Reference and Research Center: “Climate Change Impacts and Vulnerability. Coping with adaptation in China, with Case studies from the Pearl River Delta and from Gansu Province”** (lecture). Beijing April 2007

- **UNIRULE - Institute of Economics: “Introduction into Climate Policy and the Clean Development Mechanism (CDM)”**. Beijing March 2007
- **China Europe International Business School Shanghai: “Introduction into the Clean Development Mechanism (CDM) and the International Carbon Trade. Promoting investments for energy efficiency and renewable energy through carbon financing in China”**. CEIBS Sustainable Energy & Environment Careers Forum. Shanghai January 2007
- **China Environment and Sustainable Development Reference and Research Center: “Introduction into the Clean Development Mechanism (CDM) and the International Carbon Trade. Promoting investments for energy efficiency and renewable energy through carbon financing in China”** (lecture). Beijing January 2007
- **CDM in China: Opportunities for Sino-German Cooperation**. Symposium with Business-to-Business Event under the framework of the CDM-Initiative of the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety: “The Clean Development Mechanism (CDM) - Challenges and Opportunities for German Industries in China” (lecture). Beijing December 2006
- **The 1st China- France CDM Training in Nanning: “Introduction to the Clean Development Mechanism (CDM) and Carbon Trade -Promoting investments for energy efficiency and renewable energy through carbon financing in China”** (lecture) Nanning December 2006
- **Pacific Biogas Research & Training Centre Asia: “CDM - Opportunities & Challenges for the coal mine sector - CDM Trade Development between China & Germany”** (lecture), Chengdu China. November 2006
- **Zhejiang Environmental Science and Research Design Institute (ZJESRDI): “Introduction to the Clean Development Mechanism (CDM) and Carbon Trade -Promoting investments for energy efficiency and renewable energy through carbon financing in China”** (lecture). Hangzhou November 2006
- **Federation of Thai Industries (FTI): “The Clean Development Mechanism (CDM) - Opportunities and Challenges for China and Thailand”** (lecture). Bangkok November 2006
- **China Environment and Sustainable Development Reference and Research Center: Climate Change - Challenges and Opportunities for China** (lecture). Beijing October 2006
- **Beijing Association of Science and Technology. 2006 International Forum for Innovation, Environment and Education: “Climate Change - Challenges and Opportunities for China”** (lecture). Beijing October 2006
- **Stakeholder Consultation Meeting for Shenhe Cement Waste Heat Recovery and Power Generation Project: “Introduction into Climate Policy and the Clean Development Mechanism in China ”** (lecture). Shenhe Cement Company, Heshan town, Zhejiang province, July 2006
- **Clean Energy & Environmental Engineering Institute, Waste Management Section (ICEEE) Liaoning. Bioorganic Municipal Waste- and Landfill Management - 1st ICEEE International Conference Shenyang: “CDM in China – Opportunities for Biomass & Waste Sector”** (lecture). Shenyang June 2006
- **Asia Pro Eco Program Diagnostic Study for the Promotion of a Sustainable Solid Waste Management Model in the Province of Sichuan: The Clean Development Mechanism - Opportunities for the Waste Sector in China”** (lecture). Chengdu June 2006
- **North-Rhine Westphalia Energy Agency Side Event at the Carbon Expo Cologne. JI and CDM Opportunities for Investors and Technology from North-Rhine Westphalia (NRW): “Clean Development Mechanism in China - Opportunities and Risks”** (lecture). Cologne May 2006
- **The 2nd Sino-German Environmental Forum “Climate Protection and Sustainable Energy Issues“**, Qingdao January 2006
- **Forum for Construction of Internationalized Community in Beijing Maizidian: “Sustainable Community Development”** (lecture). Beijing October 2005
- **BRICS+G, Sustainability and Growth in Brazil, Russia, India, China, South Africa and Germany, National Workshop in China: “How Is the National Strategy for Sustainable Development linked to Sector Policies: Environment Policies and Environmental Protection”** (Introduction and Chair of Panel). Beijing July 2005

- **Training Workshop on the Capacity Building for Environmental Management in the Development of Towns in China:** “Presentation of European case studies for environmental management in small towns – case study Freiburg” (lecture). Li Jiang, VR China, April 2005
- **The 4th China Sustainable Business Network Meeting under the EU EMCP Programme: “Corporate Sustainability – Opportunities and Challenges for China”** (lecture)., Tianjin and Tianjin Economic Development Area (TEDA) March and June 2004
- **International Conference on Urban Climatology (ICUC’96)**, 10-14 June 1996 Essen, Germany: “Measurement of air pollutants in urban backyards” (lecture)

### Publications

- Schwegler, Markus: Untersuchungen zur Luftqualität in hofbildenden Bebauungsstrukturen / Markus Schwegler. - Hohenwarsleben : Westarp-Wiss., 1999, Essener ökologische Schriften ; 11
- Dipl.-Geogr. M. Schwegler, Prof. Dr. W. Kuttler (1996): Immissionsbelastung durch Schwebstaub und Spurenstoffe im ländlichen Raum Nordwestdeutschlands/ THOMAS LITTMANN. Zeitschrift für Angewandte Umweltforschung 9, Heft 1
- W. Kuttler, M. Schwegler (1996): Measurement of air pollutants in urban backyards. Book of Abstracts. ICUC’96. International Conference on Urban Climatology. June 10-14, 1996. Essen, Germany
- Prof. Dr. W. Kuttler, Dipl.-Geogr. M. Schwegler (1995): C.-D. SCHÖNWIESE: Klimatologie, 1994. Zeitschrift für Angewandte Umweltforschung 8, Heft 4
- Prof. Dr. rer. nat. W. Kuttler, Dipl.-Geogr. M. Schwegler, Dr. rer. nat. A.-B. Barlag (1995): Analyse zur Abschätzung des Windenergieangebotes innerhalb des Landschaftsparkes Duisburg-Nord. Durchgeführt im Auftrag der LEG Landesentwicklungsgesellschaft Nordrhein-Westfalen.