

INFORMAȚII PERSONALE

Glowinkel, Michael



FUNCȚIA, LOCUL DE MUNCĂ,

Student doctorand în cadrul IOSUD – Universitatea Politehnică Timișoara, Școala Doctorală de Studii Inginerești, domeniul de doctorat Faculty of Management in Production and Transport, sub conducerea științifică a prof.univ.dr.ing. Marian Mocan

EXPERIENȚA PROFESIONALĂ

01/04/2022 - Current

Coordinator Bulk Logistics for chemical site Marl

Evonik Operations GmbH, Rellinghauser Straße 1—11, 45128 Essen
<https://corporate.evonik.com/en/company/locations/europe/germany/marl>

- Initiation, preparation, execution and follow-up of the planning round in cooperation with all units on the chemical site Marl CPM. Responsibility for the coordination of the planning processes in the tactical and strategic area.
- Responsible for developing, implementing, reviewing and communicating planning rules defined by permanent members to ensure security of supply, customer satisfaction and compliance with legally compliant operations.
- Steering of the planning round table and coordination of the continuous improvement process. Supporting the members of the planning round table in defining, determining and evaluating parameters for process control.
- Establish and maintain cooperation and collaborations with various units on the chemical site Marl CPM as well as units outside of the chemical site Marl in consultation with the permanent members of the planning round table.
- Responsible for shaping the methodological and content-related further development of the planning round table as well as the integration of additional units in consultation with the permanent members of the planning round table. Consideration of legal aspects against the background of the participation of group-wide units.

Transportation and storage, Logistics

01/07/2019 – 31/03/2022

Business support manager

Evonik Operations GmbH, Rellinghauser Straße 1—11, 45128 Essen
<https://corporate.evonik.com/en/company/locations/europe/germany/marl>

- Support of the management with regard to planning and monitoring of the commercial targets and results; optimization of the order processing process as well as its controlling
- Contact person for external business partners and internal departments in all matters of commercial processing for the Intralogistics division at the Marl, Wesseling, Lülldorf and Rheinfelden sites.
- Further development and implementation of existing processes and process systems.
- Supervision of investment processes and execution of profitability calculations.
- Ensuring of planning, analysis and reporting activities.
- Maintenance of customer contacts and implementation of contract components.
- Preparation of term sheets including pricing.

Transportation and storage, Intralogistics

01/10/2010 – 30/06/2019

Head of Controlling Ruhr-North Cluster and Intralogistics

Evonik Technology & Infrastructure GmbH, Paul-Baumann-Str. 1, 45772 Marl
<https://corporate.evonik.com/en/company/locations/europe/germany/marl>

- Control of all financial activities of the region and the business units located there. These activities include planning, controlling, forecasting, and internal and external reports and audits.

- Ensuring all financial control mechanisms with recognized accounting standards and corporate guidelines.
- Oversee all regional/corporate financial activities (planning, budgeting, forecasting, CAPEX).
- Analyze and comment on business developments in the region/company (fixed costs, margins) and provide advice and recommendations (on pricing, profitability, etc.) to the regional management.
- Consolidate input from all financial systems of subsidiaries in the region and report in a timely manner by using the company's reporting tools.
- Ensure optimization of cash flow and net working capital, liaise with finance and tax departments to ensure appropriate financial structure of the company.
- Coordination of financial services with the various functions at the business area level.
- Review and advise regional management on termsheets, transfer pricing and commissions.
- Conducting internal and external audits and PCAs, acting as main contact person for external auditors.

Transportation and storage, Intralogistics

01/03/2003 – 30/09/2010

Head of controlling gas and liquid logistics product division at Infracor GmbH in Marl, Germany

Infracor GmbH, Paul-Baumann-Straße 1, 45772 Marl

<https://corporate.evonik.com/en/company/locations/europe/germany/marl>

Basis for the commercial exploitation of the product area's services at the sites in Marl, Wesseling, Lülldorf and Rheinfelden by

- Provision of relevant business information to the head of the product area.
- Development and implementation of planning, control and information supply systems for the product area.
- Monthly reporting, plan/actual variance analyses and development of measures development and reporting of control parameters.
- Execution of budget planning and cost monitoring for the individual operating areas
- Process analyses
- Supervision and management of the operational controllers of the port operations, transmission-, pipe network- and railroad operations.
- Review of the economic viability of the individual operating areas
- Coordination of billing for services rendered and their invoicing
- Optimization of the business and billing processes of the product area
- Business management support for investment projects

Transportation and storage, Infrastructure-Logistics

01/08/1999 – 28/02/2003

Commercial manager of the product area port operations usiness support manager

Infracor GmbH, Paul-Baumann-Straße 1, 45772 Marl

<https://corporate.evonik.com/en/company/locations/europe/germany/marl>

- Coordination, implementation and further development/optimization of all product area internal, commercial processes
- Support of investment project management
- Support of strategic alignment of PL business processes
- Customer orientation and economic marketing of PL products
- Market conformity towards the advancing digitalization
- Interface to PL external finance departments (CO, FS, BARC, WP, Investment representative)
- Provision of information to PL management and promotion of smooth business operations
- Support in specific questions of the individual operational areas
- Maintenance of control mechanisms

Transportation and storage, Harbour Operations

01/07/1997 – 08/08/1997

Internship

Gebrüder Rhodius GmbH & Co. KG, Brohlstraße 2, 56657 Burgbrohl <https://www.thodius.de/>

Internship for admission to studies at the University of applied sciences Köln Dept. Gummersbach

Manufacturing

21/05/1990 – 17/08/1990

Internship

Machinery factory Baum, Gräwenkolkstraße 68, 45770 Marl
<https://www.baum-zerspanungstechnik.de/>

Specialized internship for admission to engineering studies

Manufacturing

21/05/1990 – 17/08/1990

Internship

Machinery factory Gebr. Eickhoff, Am Eickhoffpark 1, 44789 Bochum
<https://www.eickhoff-bochum.de/de>

Basic internship for admission to engineering studies

Manufacturing

01/09/1987 – 17/01/1990

Vocational education as a management assistant in freight forwarding EQF: 4

Otto und Peter Kipping KG, Lütkehofstraße 13, 58091 Hagen

- Accounting and control of an external warehouse.
- Preparation of freight documents, as well as control of logbooks in long-distance freight traffic.
- Invoice preparation and creation.
- Preparation of customs documents.
- Registry.

Transportation and storage

EDUCAȚIE ȘI FORMARE

01/10/2015 – Current

PhD EQF: 8

Polytechnic University of Timisoara

Address: Pta Victoriei No. 2, Timisoara, Romania

http://www.upt.ro/Universitatea-Politehnica-Timisoara_en.html

- Thesis: A comparative analysis of regional agricultural enterprises in Romania and Germany as a basis for developing possibilities of an effective EU subsidy policy on a regional level

01/10/2006 – 28/08/2008

Master of Science (M.Sc.) EQF: 7

Technische Fachhochschule Georg Agricola – University of Applied Science

Address: Herner Straße 45, 44787 Bochum, Germany

<https://www.thga.de/>

- Thesis: Exposure by particulate – An environmental challenge for business and politics

19/10/1999 – 09/05/2000

Extra occupational training as a controller with SAP user skills EQF: 5

TÜV Academy Westphalia, Unna, Germany

01/04/1997 – 10/09/1999

Diplom-Wirtschaftsingenieur (Fachhochschule) (Dipl.-Wirt. Ing. (FH)) EQF: 6

Fachhochschule Köln, Dept. Gummersbach – University of Applied Science

Address: Steinmüllerallee 1, 51643 Gummersbach, Germany

https://www.th-koeln.de/hochschule/campus-gummersbach_76496.php

- Thesis: Creation of a life cycle assessment for a medium-sized beverage bottling plant

01/10/1990 – 30/06/1999 **Diplom-Ingenieur (Fachhochschule) (Dipl.-Ing. (FH)) EQF: 5**

Fachhochschule Gelsenkirchen – University of Applied Science

Address: Neidenburger Str. 43, 45897 Gelsenkirchen, Germany

<https://www.w-hs.de/>

- Thesis: Primary energy savings and reduction of CO2 emissions, as well as cost reduction by the use of combined heat and power plants

01/08/1984 – 03/06/1987 **General university entrance qualification EQF: 4**

Upper secondary school of the comprehensive school Herten

Address: Fritz-Erler-Str. 2-4, 45699 Herten, Germany

<https://www.rps-herten.de/unsere-schule>

01/08/1978 – 19/06/1984 **Technical certificate with qualification EQF: 4**

Technical collage of the comprehensive school Herten

Address: Fritz-Erler-Str. 2-4, 45699 Herten, Germany

<https://www.rps-herten.de/unsere-schule>

01/08/1974 – 31/07/1978 **Elementary school**

Comenius school

Address: Jahnstraße 2, 45701 Herten, Germany

<https://www.comeniusschule-herten.de/>

COMPETENTE PERSONALE

Limba(i) maternă(e) German

Alte limbi străine cunoscute

	INTELEGERE		VORBIRE		SCRIERE
	Ascultare	Citire	Participare la conversație	Discurs oral	
English	C1	C1	B1	B1	B2
French	B2	B2	B1	B1	B1

Niveluri: A1/A2: Utilizator elementar - B1/B2: Utilizator independent - C1/C2: Utilizator experimentat
[Cadrul european comun de referință pentru limbi străine](#)

Competențe de comunicare Degussa competency development – In-house training

- Company training to develop personal competencies regarding team skills, conflict skills, change skills, entrepreneurial thinking and acting.

Competențe organizaționale/manageriale

Evonik leadership initiative – In-house training

- Company cross-hierarchical further development of leadership quality with regard to a constructive cooperation and performance culture.
- Management responsibility for up to 10 persons in connection with the functional activities carried out so far

Competențe dobândite la locul de muncă

- Good knowledge of logistics supply chain management (currently responsible for the coordination of bulk flows for the chemical site Marl)

- Good negotiation skills due to previous activities in the areas of business support and commercial management
- Good communicative and team-oriented skills as a result of continuous, interdisciplinary cooperation in a globally active corporation
- Good knowledge of the development of solution concepts due to continuous participation in superordinated projects

Competență digitală

AUTOEVALUARE				
Procesarea informației	Comunicare	Creare de conținut	Securitate	Rezolvarea de probleme
Experienced user	Experienced user	Independent user	Independent user	Independent user

Niveluri: Utilizator elementar - Utilizator independent - Utilizator experimentat
 Competențele digitale - Grilă de auto-evaluare

- Good application knowledge of SAP and Office applications as a result of previous controlling activities

Alte competențe

- Since July 1999, licensed trainer (instructor C-licence) of the soccer and athletics association Westphalia e.V.
- Member of the coaching staff of the Kendoverein Le Chevalier Recklinghausen

Permis de conducere

A, A1, A2, Am, B, BE, C1

INFORMAȚII SUPLIMENTARE

Publicații

- The EU subsidy policy cannot prevent the market exit of especially small and medium-sized enterprises, Springer, Cham, 2019
<https://link.springer.com/book/10.1007/978-3-030-44711-3?page=4#toc>
- The Common Agriculture Policy promotes a US-like development of the European agriculture, Bulgarian Journal of Agriculture Science, Sofia, 2021
<https://agrojournal.org/27/01-02.html>
- Survey of German farmers towards the impact of the Common Agricultural Policy on their businesses, Bulgarian Journal of Agriculture Science, Sofia, 2021
<https://agrojournal.org/27/04-02.html>

ANEXE

Adăugați o listă a documentelor anexate CV-ului.