



MARCEL PAWLICEK

PROFILE

- Diverse and progressively increasing management responsibilities in a major global Swiss manufacturing and engineering company in the areas of manufacturing, research and development, project management, engineering, construction and commissioning, marketing and sales of reciprocating compressors
- Strong communication and interpersonal skills
- Ability to motivate people
- Strong problem solving skills
- Broad knowledge of the international Energy business
- Strong and sustainable customer relationships

EXPERIENCE

BURCKHARDT COMPRESSION, SWITZERLAND

2011-today

CEO

- Acquisition and integration of the global reciprocation compressor business from JSW (The Japan Steel Works)
- Made Burckhardt the leader for reciprocating compressors in all segments
- Doubled sales within 5 years
- Increased the number of employees globally from 1200 to more than 2500
- Acquisition and integration of Arkos, a large US service company
- Acquisition and integration of Shenyang Yuanda, the largest reciprocating compressor manufacturer in China
- Built an assembly facility in Korea to support the Marine business
- Built an assembly facility in the US to support the local Refinery Business
- Split the entire company into two divisions: Services and Systems, hired two new division Presidents and on-boarded them successfully
- Founded various subsidiaries with service centers around the world

BURCKHARDT COMPRESSION, SWITZERLAND

2007-2011

Vice President of Design & Manufacturing

- Responsible for design and manufacturing of reciprocating compressors
- Managed 350 people in design, engineering, sizing and production in Switzerland and India
- Built an engineering and production team that supported business growth of 300%
- Right-sized the organization during a market down turn



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SULZER BURCKHARDT, BURCKHARDT COMPRESSION SWITZERLAND

2001-2007

Vice President of Customer Support Service

- Globally responsible for the total aftermarket business consisting of sales of spare parts, field service, engineering, revamps and repairs
- Doubled the business and maintained a high gross margin
- Built six strategically located service centers around the world
- 2006 part of a successful IPO of Burckhardt Compression
- 2002 part of the MBO team who led a buy-out of Sulzer Burckhardt together with an equity partner from the Sulzer Corporation

2000-2001

Vice President of Contracting

- Globally responsible for the contracting and engineering of reciprocating compressor systems
- Separated three contracting teams, two in Winterthur and one from Basel, from the segmental organization
- Consolidated the three teams in Winterthur and made Contracting a main process next to Sales and Design & Manufacturing
- Managed 80 contract and electrical engineers

SULZER BURCKHARDT, SWITZERLAND

1999-2000

Vice President of HPI Segment (Sales and Contracting)

- Globally responsible for sales, marketing, contracting and engineering for reciprocating compressor systems in the Hydrocarbon Processing Industry (HPI), Chemical Industry and Refineries
- Managed 50 sales and contract engineers in Basel
- Closed the Basel operation and moved the department to Winterthur

SULZER USA INC.

1998-1999

Vice President of Sales, Contracting & Engineering

- Responsible for sales, marketing, contracting and engineering of reciprocating compressors and compressor packages in North America
- Managed 14 sales and contract engineers in Canada and USA
- Implemented standard price agreements with major customers which doubled the sales and reduced cost by 25%
- Developed 6 new customers
- Provided customers with technical expertise worldwide



MARCEL PAWLICEK

1993-1998

Marketing and Sales Manager

- Responsible for sales and marketing of reciprocating compressors in USA, Canada and Mexico
- Increased annual sales by 300%
- Standardized design and engineering which resulted in a 25% reduction in cost by streamlining the scope, material changes and repeat engineering
- Negotiated price, delivery and supply of compressors including accessories
- Provided technical support to customers worldwide

1989-1993

Project Engineer of Reciprocating Compressors

- Responsible for engineering, purchasing of equipment, shipment to sites, installation and construction of reciprocating compressors and accessories
- Assisted the sales department in the preparation of proposals by sizing compressors and getting prices of components
- Responsible for expediting and quality control
- Prepared installation manuals

SULZER-BURCKHARDT, SWITZERLAND

1986-1989

Design Engineer of Reciprocating Compressors

- Built an R&D department responsible for the development of compressor valves
- Designed and developed valves with 10% more efficiency
- Introduced new materials into the design process which doubled the lifetime of the compressor valves
- Responsible for the fabrication and testing of prototypes of compressor valves
- Introduces CAD at Sulzer-Burckhardt

EDUCATION

2019-2020

Swiss Board School

In cooperation with the University St. Gallen

1991-1995

M.B.A. in Marketing and International Business

Fordham University Graduate School of Business Administration, 1995, G.P.A. 3.6 (major 3.9)

1983-1986

B.S. in Mechanical Engineering

Winterthur/Switzerland Polytechnic School of Engineering, 1986



MARCEL PAWLICEK

1979-1983

Draftsman Apprenticeship, Sulzer Bros. Ltd., Winterthur

- Created engineering and factory drawings
- Support application engineers
- Spent twelve months in the factory to learn the multi-faceted production process of parts for Sulzer products

LANGUAGES

German: Mother tongue

English: Fluent

OTHER ACTIVITIES AND COMMITMENTS

Joint Chambers of Commerce JCC Switzerland-CIS/Georgia

(since 2015)

President

Education Center Winterthur AZW (since 2013)

Vice President