

Matthias Wolf

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Objective

Strategic Account Manager with the objective to build long-term, value-driven partnerships in the energy sector by combining strategy, commercial leadership, and project management to accelerate the energy transition.

Personal Data

German | 27th of August 1982

Detmold, North Rhine-Westphalia | DE

1. Current Position(s)

02/2020 - today

Strategic Account Manager for Elia Group

Hitachi Energy
Germany AG
*Hitachi ABB Power
Grids Germany AG*
(till Oct 2021)

Scope: Strategic ownership of a strategic account with an integrated EU grid operator (Elia Group) and its subsidiaries (Elia Transmission Belgium, 50Hertz Transmission GmbH, Elia Grid International and Windgrid), acting as the primary interface between customer and Hitachi Energy. Responsible for long-term account growth by aligning grid technologies, services, and digital solutions with customer strategy.

Mannheim /
Berlin /
Brussels (BE)

Key Contributions

- Strategic account planning & long-term customer development
- Built and maintained executive-level stakeholder relationships
- Identified & developed complex grid and service opportunities
- Running contract negotiations and SLA compliance activities
- Coordinating cross-functional teams for customer-specific solutions
- Managed pipeline, forecasting, executive account reporting
- Translated technical solutions into clear customer value propositions

02/2020 - today

Key Account Manager for Stromnetz Berlin

Hitachi Energy
Germany AG
*Hitachi ABB Power
Grids Germany AG*
(till Oct 2021)

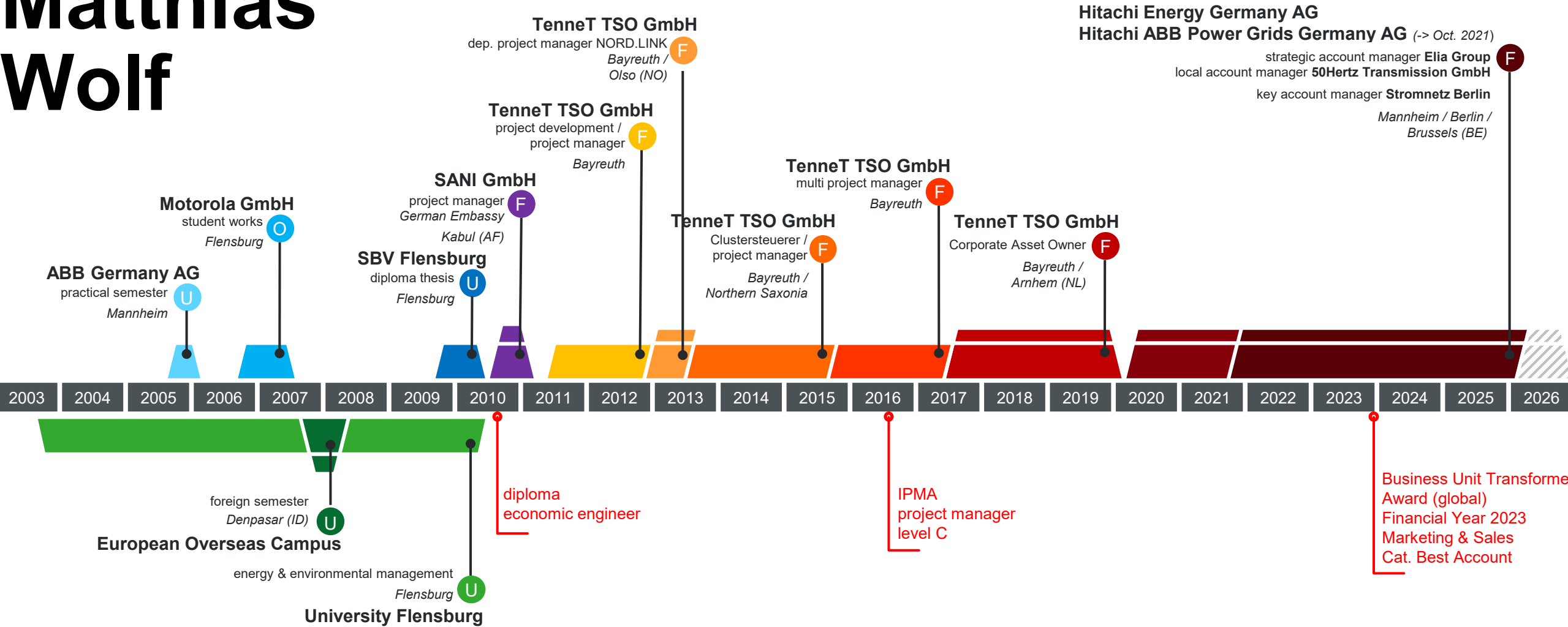
Scope: Acting as the primary interface between Berlin province state owned distribution grid operator in the Capital of Germany and Hitachi Energy. Responsible for long-term account growth by aligning grid technologies, services, and digital solutions with customer.

Mannheim /
Berlin

Key Contributions

building and maintaining strong business relationships with Stromnetz Berlin; regular communication, resolving queries, increasing revenue by promoting product innovation and collaborating with sales teams to generate sales leads

Matthias Wolf



Work Education Achievement Other University Full-time Job

2. Work Experience

05/2017 - 01/2020 **Advisor Corporate Asset Owner**

TenneT TSO GmbH	Scope:	Corporate advisor for infrastructure investments
Bayreuth / Arnhem (NL)	Key Contributions	Organization of corporate <i>Investment Board</i> meetings; assessment & evaluation of infrastructure investments; improvement (LEAN) of internal investment processes; responsible for corporate gate document templates; facilitating CSR & corporate innovation activities.

09/2015 – 05/2017 **Multi Project Manager**

TenneT TSO GmbH	Scope:	Project management and further development of an project management office within the large projects department including portfolio analysis and reporting
Bayreuth	Key Contributions	Portfolio analysis, KPI development and reporting; project management and development of a tool for planning of personnel and resources; development of a central project database.

05/2013 – 09/2015 **Project Development / Cluster Steering**

TenneT TSO GmbH	Scope:	Technical project management within the Asset Management in the licencing and planning phase
Bayreuth / Lower Saxony	Key Contributions	Coordination of strategic technical concepts and project management in the planning phase (e.g. technical design for new or already existing HVAC substations, overhead lines or additional grid services) to enhance the national onshore power transmission grid in North and West Lower Saxony; development of project structures, portfolio analysis and technical guidelines in the asset management department; development of a tool for the holistic determination of all costs and efforts of a 380-kV-overhead line project.

2. Work Experience (continuing)

02/2012 – 05/2013 Deputy Project Manager *NORD.LINK*

TenneT TSO GmbH	Scope:	Project manager for the German team in the initiating phase for <i>NORD.LINK</i> (1.400 MW subsea cable HVDC interconnector project between Germany and Norway).
Bayreuth / Düsseldorf / Oslo (NO)	Key Contributions	Project management and coordination of four internationally working groups (licensing, commercial, technical & procurement) within a tri-national (Norwegian, Dutch, German) project environment; coordination of the final principal cooperation agreement (PCA) with all involved parties; evaluating the risk management, identifying and/or pre-solving of possible conflicts until the final investment decision; aligning <i>NORD.LINK</i> with other parallel project developments within the national onshore power transmission grid.

06/2011 – 11/2012 Project Development / Asset Strategy

TenneT TSO GmbH	Scope:	Technical project management and asset strategy development in the Asset Management department
Bayreuth / northern Germany	Key Contributions	Coordination of strategic technical concepts in the initiating and pre-planning phase (e.g. technical design for new or already existing HVAC substations, overhead lines or additional grid services) to enhance the onshore transmission grid in northern Germany; development of new project structures, technical guidelines in the asset management department;

07/2010 - 03/2011 Project Manager

SANI GmbH	Scope:	Two projects at the German Embassy Kabul / Afghanistan
Kabul (AF) / Mazar-e-Scharif (AF)	Key Contributions	Construction of a two-storeyed temporary accommodation building including foundation, roof construction and supply works (44 sea container arrangement for sanitary, living, canteen, sleeping and multipurpose); reinforcement and extension of the local network supply infrastructure (potable and sewage water pipes including new ductwork systems).

2. Work Experience *(continuing)*

08/2009 - 06/2010 Practical semester incl. Diploma Thesis

Selbsthilfe Scope: Energy analysis in the local housing industry
Bauverein e.G.

Flensburg Thesis: *"Technisch-wirtschaftliches Konzept für eine klima-verträgliche Wohnungswirtschaft in Schleswig-Holstein"*

10/2006 – 08/2007 Student Assistant

Motorola GmbH Scope: Multipurpose works in the local telecommunication industry

Flensburg Key Rotating Jobs at logistics, assembling or packing departments at
Contributions Motorola cell phone production facility in Flensburg

08/2005 – 01/2006 Practical semester incl. Thesis

ABB AG Germany Scope: Market analysis of potable/sewage water networks

Mannheim Thesis: *"Market Potential of Water Network Rehabilitation Systems in selected Markets in the MENA Region"*

3. Education / Apprenticeship / Alternative Military Service

09/2003- 07/2010 Europa-University Flensburg (EUF)

University Subject: Energy & Environmental Management,

Grade: Economic Engineer of Energy & Environmental Management

09/2007 – 03/2008 Foreign semester in South-East Asia / Oceania (Indonesia)

University abroad European Overseas Campus at Udayana University in Denpasar (ID)

08/2002 – 08/2003 Voluntary foreign service in Argentina

Altern. civil service Focular Movement in O'Higgins, Province of Buenos Aires (AR)

4. Knowledge

Qualification / Awards

2023	Business Unit Transformer Award (global) Financial Year 2023 Marketing & Sales Cat. Best Account (Ordervolume EUR +250m)
2018	Consulting expertise for specialists
2016	Certified Project Manager IPMA Level C
2014	Conflict Management
2013-2015	Project Management (Fundamentals, Specialization, Leadership & Communications, Experience Exchange)

Languages

German		Excellent written and oral skills (<i>native language</i>);
English		Very good written and oral skills (<i>daily work; cross border experiences; international projects</i>);
Spanish		Good written and oral skills (civil service in ARG; <i>friends & holidays</i>);
Dutch		Written and oral skills (<i>former corporate business environment</i>)