Boris Rutili

MBA, Dipl. Technology



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E-mail	vniboris@hotmail.com
Birth	28/08/1973 in Thionville
Nationality	France, C-Card Swiss
Marital status	Married, 1 child

Profile

Experience	• Leadership in business development and innovation • Set-up and drive of high-performance teams • Redesign of strategies, organizations, products, solutions • 24 years of international management with key accounts, OEMs, installers, integrators, distributors, engineering offices, global contractors, corporate
Achievements	• Significant growth of sales, competitiveness and profits • Acquisition of large customers and projects • Development of new countries, products, solutions with high business results • Optimization of sales, design, marketing, purchasing and production processes
Fields	• Automotive, ICT, building, HVAC, railway, mechatronics, transformers, plastics, steel industries
Key strengths	• Entrepreneurially creative, goal-oriented, drive-strong • Direct, optimistic, dynamic, flexible, self-confident • Open, honest, cooperative, spontaneous, hands-on • Point and set priorities, make quick and safe decisions
Languages	• Fluent in English, German, French (native), Italian
Background	• Dipl. Master Management, Sales Engineer, Mechanics and Electrotechnic

Work Experience

06/2024 - present	**CEO** /ad interim/ **- Swisspro NW** (Allschwil CH), Electrical installations, ICT and automation, www.swisspro.ch
Function	• Reorg and drive of 3 companies (direct team 8 EMP with 260 EMP)
02/2022 - 03/2024	**Sales Manager - IMI Hydronic Engineering** (Füllinsdorf CH), 10 000 EMP, Hydronic, control & actuation, district heating, energy efficiency, www.imi-hydronic.com
Function	• Drive of Swiss business (direct team 10 EMP + project team) • Growth of the activities with HVAC installers, distributors, key accounts • Corporate missions in M&A, district heating, energy efficiency • Marketing, benchmarking, lobbying • Forecast, P&L, reporting
Achievements	• €50Mio sales, launch of 2 new solutions / business segments
10/2018 - 10/2021	**Interim Manager - AIM ad Interim Management** (Zürich CH), www.aim.ch **Head of Business Development - Bächli** (Obernau CH), 30 EMP, (11/2018 - 10/2021) Railway transformer, choke, powerpack, www.baechli.com **Business Development - Datwyler** (Altdorf CH), 7 000 EMP, (01/2021 - 03/2021) Fiber networks, data-centres, www.itinfra.datwyler.com

	Chief Revenue Officer - Wisekey (Geneva CH), 200 EMP, (08/2019 - 12/2019) Microchip SE, cybersecurity, IoT, crypto, www.wisekey.com
	Head of Sales - Johnson Controls (Pfäffikon CH), 105 000 EMP, (10/2018 - 04/2019) Building automation, HVAC, CCTV, access control, www.jci.com
04/2014 - 08/2017	**Head of Sales EcoBuilding - Schneider Electric** (Ittigen CH), 180 000 EMP, Building automation, ICT, field devices, lighting, energy monitoring, www.se.com
Function	⬩ Setup and management of the Business Unit (direct team 5 EMP, project team 20 EMP) ⬩ Definition and drive of product, system, sales strategies ⬩ Growth of the activities with partners and key accounts ⬩ Marketing, benchmarking, lobbying ⬩ Forecast, P&L, reporting
Achievements	⬩ 25% annual growth ⬩ Restructuring the business unit and recruiting ⬩ Development of cross-selling and the partner network ⬩ Expansion of the technology scope
11/2012 - 06/2013	**COO** /ad interim/ **- Eurasian Group** (Bremen DE), Real estate Eurasia / Sochi Olympic Games, www.nanagetashvili.ru
Function	⬩ Real estate set-up and operations (direct team 5 EMP, project team 20 EMP)
03/2011 - 08/2012	**Head of International Business Rail Automation - Siemens** (Wallisellen CH), 430 000 EMP, Rail automation, ICT, control systems, interlocking, field devices, www.mobility.siemens.com
Function	⬩ Drive of international business in Europe, Asia, America, Middle East, Russia ⬩ Development and implementation of products-, countries- and sales-strategies ⬩ Direct team (3 Senior Account Managers), project team (50 EMP) ⬩ Benchmarking, lobbying ⬩ Forecast, P&L, reporting ⬩ Member of the RA board
Achievements	⬩ Sales and opportunity growth from 37 to €54Mio and from 326 to €667Mio ⬩ Development of new markets / countries ⬩ Strengthening competitiveness
09/2009 - 10/2010	**Key Account Manager - Hirschmann Automotive** - Rankweil (AT), 1 600 EMP, Automotive mechatronics, wires, sensors, www.hirschmann-automotive.com
Function	⬩ Business development with RSA, PSA, FIAT and Tier 1 in Europe ⬩ Direct team (2 EMP), project team (10 EMP) ⬩ Innovation management, benchmarking, marketing ⬩ Businessplan, purchasing, offers, contracts, reporting ⬩ Member of the Board of Activities
Achievements	⬩ €28Mio inquiries, acquisition of FIAT ⬩ Development of 3 innovative products
09/2006 - 03/2009	**Key Account & Business Development Manager - Hartmann Exact** (Schornbach DE), 4 200 EMP, Automotive mechatronics, hall sensors, microswitch, modules, www.swoboda.com
Function	⬩ Business development with RSA, PSA, FIAT and Tier 1 in Europe ⬩ Analysis and new strategies ⬩ Direct team (6 EMP), project team (20 EMP) ⬩ Benchmarking and innovation management, design product / process ⬩ Businessplan, purchasing, offers, contracts, reporting
Achievements	⬩ Orders increase from 40 to €60Mio ⬩ Acquisition of RSA and PSA ⬩ Development of 3 innovative products ⬩ Optimizing the customer team structure
01/2006 - 03/2006	**Trailer fees ABN Amro** /ad interim/ **- State Street Bank** (Luxembourg LU), 40 000 EMP, Financial services, www.statestreet.com
Function	⬩ Trailer fees test-lab ABN Amro off-shore transactions (project team 15 EMP)

01/2003 - 08/2006	**Founder & General Manager - Daifa Group SAS** (Yutz FR), 7 shareholders, Automotive plastics, natural fibers, biocomposite, parts & modules, https://fr.scribd.com/doc/4933961
Function	⬩ AG start-up creation and management ⬩ Innovation management aimed at price, weight and recycling improvement ⬩ Establishment of a European development and production platform ⬩ Program coordination (60 EMP) with Tier 1 and automotive manufacturers ⬩ Benchmarking, lobbying
Achievements	⬩ Entrepreneurship ⬩ Development of 5 innovative plastic technologies ⬩ Establishment of the development and production platform ⬩ Start of natural fiber production up to 150 hectares
01/1999 - 10/2001	**Sales Engineer & Segment Leader - Tubest Group Boa** (Fère en Tardenois FR), 800 EMP, Stainless flexible hoses, www.boagroup.com
Function	⬩ Responsible for the transport, thermic, metallurgy and military markets ⬩ International business development with 40 distributors (Europe, Asia, America) ⬩ Direct team (2 EMP), project team (8 EMP) ⬩ Marketing, business plan, offers, orders, reporting
Achievements	⬩ Tenfold sales increase in boiler industry segment with 1 innovative product ⬩ €2Mio sales, won contract with ISS (International Space Station)

Internship

07/2003 - 03/2004	**Internship R&D and Innovation - Johann Borgers & Nova Institut** (DE)
03/1998 - 09/1998	**Internship Marketing - Meta Technology** (GB)
02/1997 - 10/1997	**Instructor in IEC Centre - Army Land Force 40°RT** (FR)
04/1995 - 06/1995	**Internship Technical Engineer - Usinor Group Arcelor Mittal** (FR)

Educational Background

2002 - 2004	Master in Management (University of Metz)
1997 - 1998	Sales Engineer in Technology (Business School of Mulhouse)
1994 - 1995	Mechanics and Automations (Technology Institute of Metz)
1993	Baccalaureat E: Mathematics, Physics, Technology (High School of Thionville)
Internship	AQ ISO9001, FMEA, Management, SAP, Abacus, SalesForce

Other Skills

Special skills	Business development, creation / structuring of business unit, sales and technology innovations, change- / crisis- / transition-management, business rebirth / alignment, benchmarking, special missions, manager advisor and sparring partner
IT	Python, network, security, html, sql, data mining, MS office, salesforce, SAP
Hobbies	Reading, bicycle, golf, billard, skiing, handball, chess, clarinet, piano