

Thomas Söderström



“Positive Sustainability”

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Married, 2 children
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Entrepreneurship and Business Management

- 15 years solar industry experience around the globe (US, Asia, EU, India and Australia)
- Founder and Chairman of ATSHOME AG in Switzerland
- Market introduction of new technologies business models and processes
- Deployment of investments and executions plans
- Increase revenue with added business models such as material supplier contracting
- Drive market launch, sales, product management and marketing teams with customers
- Relationship with tier one players around the globe Amcor, Bosch, Longi, Suntech, Q-cells, Dow, DNP

Leadership and Passion

- Build successful teams with empowering and positive energy initiatives
- Building passionate teams over CH, Germany and Asia (20 people)
- Coach and train team for crisis and unexpected situations
- Budget responsibility with personal development goals and incentives (3mio\$)
- Integration, relocation, reorganization and development of team's skill, culture and leadership competences
- Train and prepare engineer teams to ramp up factory at customer around the world (US, EU, Russia, Asia)

Sales and negotiation

- Drive sales process and strategy with relationship builder and information collection
- Negotiate contracts and exploring win win situations together with customers and partners
- Use the ontology of the partner to solve his pains or better prevent them
- Build and maintain relationship is key for future success
- Trading of fixed income assets (responsible for 100 mio fund)

Scientific and Technological roadmap

- Technological Development and fund raising with Research partners and customers
- Ramp up of solar module line in different countries (US, EU, Russia, Asia)
- Development of new solar module generations with cost down up to 10% and power improvement up to 5%
- Establish collaborations and drive developments with CH and EU universities with fresh cash in of 2 mio/y
- Publication of 20+ peer review papers (H factor 20), multiple patents and invited speakers around the world

Education

2017-2019	International Executive MBA University of St-Gallen, Switzerland (South Africa, & Dubai)
2006-2011	PhD and Postdoc at UNINE (Neuchatel, Switzerland) and UNSW (Sydney, Australia)
2000-2005	MSc in Science of Physics, Swiss Federal Institute of Technology (EPFL), Lausanne, Switzerland
2003-2004	Master in Science (Exchange with EPFL), Royal Institute of Technology (KTH), Stockholm, Sweden

Languages French, English, German, Swedish (basic)

Interests Technology, Leadership, Energy and renewable, politics, travel, Tennis (5 years among best 1% players in Switzerland)