


Curriculum Vitae

Personal Data

Name	Thomas E. Schuster (born Hansen)	
Nationality	Danish	
Marital status	Married, two children born 2003 and 2006, respectively; stepdaughter born 1993.	
Address	Halls Allé 4, st. th. DK-1802 Frederiksberg C	
Telephone	Home: +45 33 21 11 45 Mobile: +45 40 84 98 04	
E-mail	thomas.schuster@mail.dk	
Languages	Speaks, reads and writes Danish, English and Swedish fluently (Swedish mother) Speaks some German and French (tourist level).	
Interests	My family, automobiles (Alfa Romeo), tennis, skiing, photography, travel, music, gadgets, to mention some.	

Summary

Education	Holds a Master of Science degree in electrical engineering specializing in software engineering.
Leadership	3+ years of experience as department manager.
Project Management	5+ years of experience with project management in the European space industry.
Customer Support	13+ years of experience establishing and running Help Desks for demanding and professional users all over the world.
Sales	8+ years of experience with technical sales (B2B) incl. cold calling, presentations, demos, trade shows, writing proposals, marketing literature etc.
Software Engineering	18+ years of experience in the Real-Time embedded software industry with an international perspective.
International Coverage	22+ years of experience co-operating with partners and clients all over the world.
Programs	Experienced working with large programs within the aerospace and defence sectors, serving clients such as Boeing, Lockheed-Martin, BAE Systems, Alenia, EADS...
Results	Has consistently contributed significantly to the bottom line.
Personal	Comfortable working in an international environment. Excellent leadership and personal relation skills. Customer focused. Dedicated and loyal.

Education

1986	Master of Science in Electrical Engineering from the Danish Technical University (Institute of Computer Science). Master Thesis (with Per H. Nielsen): "Specification, design, and implementation of software environment for the development of terminal emulators" The thesis involved design of a suitable language and implementation of a corresponding Z80 cross compiler as well as automatic generation of finite state machines based on a syntax specification. Awarded top grade "13".
1980	General Certificate, A levels (matematisk/fysisk studentereksamen from N. Zahles Gymnasieskole).

Employment

2003 - 2009	Rovsing A/S
	<p><i>Rovsing, which is listed on the OMX Nordic Exchange in Copenhagen, supplies systems, software solutions and associated services to the European Space Agency and leading international aerospace companies such as EADS and Thales Alenia Space. The strategy is to transfer competences within space to the transportation and defense industries. The company has a staff of 75 well-educated employees in Denmark and Ireland.</i></p>
<p>2007 – 2009</p> <p>Tasks</p> <p>Results</p>	<p>R&D Director, Engineering Support & Infrastructure – Rovsing A/S</p> <p>Reporting to the Vice President of R&D and serving as one of four R&D Directors in the company, had the area of responsibility expanded to a budget of 18 M DKK (out of a total 47 M DKK), including contract negotiations, salaries, and staff with seven engineers in direct reference.</p> <p>Now also responsible for Rovsing’s on-site engineering services, deploying in average eight engineers in the European space industry.</p> <p>Proposal writing.</p> <p>Liaison with sales and the customers.</p> <p>Contract negotiations (with customers and vendors).</p> <p>Budgeting.</p> <p>Project follow-up.</p> <p>Generated a significant financial margin.</p> <p>In position to renew lucrative support contract for another two years.</p> <p>Maintained a well functioning team.</p> <p>Cleaned up a troublesome project which had been stuck.</p>
<p>2006 – 2007</p> <p>Tasks</p> <p>Results</p>	<p>Business Line Manager (Space Systems Infrastructure) – Rovsing A/S</p> <p>Business Line Manager with responsibility for the ISS related projects as well as Internal IT operations. Leadership responsible for a group of six people. Reporting to the CEO.</p> <p>Project follow-up.</p> <p>Resource planning and allocation.</p> <p>Proposal writing.</p> <p>Personal Development Assessment for the staff members.</p> <p>Head of IT operations.</p> <p>Renewed/extended lucrative service contracts.</p> <p>Delivered significant financial margin due to effective use of resources and advantageous procurement.</p> <p>Stable IT operations on a tight budget.</p> <p>Established a well motivated and flexible team of engineers.</p> <p>Reduced telephone costs in the order of 80%.</p>
<p>2003 – 2005</p> <p>Tasks</p>	<p>Project Manager – Rovsing A/S</p> <p>Project Manager for a section of the ground segment support for the International Space Station (ISS) serving 13 regional control centers across Europe. Reporting to the CEO.</p> <p>Procurement, configuration, and test of server racks, firewalls, and workstations for the control centers.</p> <p>Procurement, configuration, and test of commercial software platform incl. SuSE Linux, Checkpoint, F-Secure antivirus, PGP encryption, Polycom conferencing.</p>

Results	<p>On-site deployment, installation and service.</p> <p>Establishing a help desk.</p> <p>Organised training and education for the control centers' users.</p> <p>Procurement of maintenance agreements for software and hardware.</p> <p>Handling warranty obligations.</p> <p>Software development for high rate science data and synoptic systems.</p> <p>Proposal writing.</p> <p>Generated a significant financial margin.</p> <p>Delivered the required services well within budget and time.</p>
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1987 - 2003

DDC-I A/S

DDC-I is an international supplier of Ada 83, Ada 95, C, Embedded C++, Fortran and JOVIAL compilers and custom software development services for safety critical real-time embedded applications. For over 20 years, DDC-I has worked closely with an impressive who's who list of aerospace and defense contractors, providing innovative products and reliable engineering expertise.

1997 – 2003

Support Manager, EMEA – DDC-I A/S

Tasks	<p>Responsible for DDC-I's pre- and post-sales activities for EMEA countries. Also responsible for Quality Control. Extensive experience supporting large international programs like Boeing 777, Comanche helicopter, Ørsted satellite, F-16 etc. Reporting to the Managing Director.</p> <p>Supporting customers of Integrated Development Environments for Ada and C.</p> <p>Instructor for customers and new employees.</p> <p>Supporting distributors in the US, UK, India, China, Israel, France, and Italy.</p> <p>Creation of databases in Lotus Notes for customer call logs, software trouble reports, document repository, report generators etc.</p> <p>Managing product shipments.</p> <p>Maintained the DDC-I QA system: Quality Control, document reviews, project audits</p> <p>Giving technical sales presentations and demonstrations.</p> <p>Creating and reviewing marketing literature.</p> <p>Cold calling and lead follow-up.</p> <p>Preparing quotations and proposals.</p> <p>Exhibiting at trade shows.</p> <p>Acting as link between engineering and sales.</p>														
Results	<p>Ensured consistent maintenance retention rate in the 90% range.</p> <p>Raised quality significantly of new product releases.</p> <p>Numerous on-site consultancy efforts - always completed to the client's satisfaction, for example:</p> <table border="0" style="margin-left: 20px;"> <tr> <td>Bofors, Sweden</td> <td>Alenia, Italy</td> </tr> <tr> <td>RUAG Aerospace, Switzerland</td> <td>Marconi Mobile, Italy</td> </tr> <tr> <td>BAE Systems, UK</td> <td>Argentine Air Force, Argentina</td> </tr> <tr> <td>Terma, Denmark</td> <td>NERA Satcom ASA, Norway</td> </tr> <tr> <td>Rockwell, USA</td> <td>Aeronautical Development Agency, India</td> </tr> <tr> <td>Northrop Grumman, USA</td> <td>Lockheed-Martin, USA</td> </tr> <tr> <td>IAI, Israel</td> <td>Boeing, USA</td> </tr> </table>	Bofors, Sweden	Alenia, Italy	RUAG Aerospace, Switzerland	Marconi Mobile, Italy	BAE Systems, UK	Argentine Air Force, Argentina	Terma, Denmark	NERA Satcom ASA, Norway	Rockwell, USA	Aeronautical Development Agency, India	Northrop Grumman, USA	Lockheed-Martin, USA	IAI, Israel	Boeing, USA
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1996 – 1997	<p>Support Manager, North America – DDC-I A/S</p> <p>Stationed in DDC-I, Inc. in Phoenix, AZ for 14 months. Responsible for DDC-I's pre- and post-sales activities for North America and transferring knowledge to the subsidiary.</p> <p>Tasks</p> <p>Essentially same as for EMEA, except no QA/QC or distributor liaison.</p> <p>Head of internal IT.</p> <p>Results</p> <p>Essentially same as for EMEA (see above).</p> <p>Contributed to closing significant deals.</p> <p>Raised the level of knowledge in the US Help Desk.</p> <p>Carried market information back to Denmark.</p>
1987 – 1996	<p>Software Engineer – DDC-I A/S</p> <p>Part of a small team designing and implementation the Run-Time System for the DDC-I Ada cross compiler system targeting the Intel 80x86 focusing on embedded, real-time, safety critical applications. Product was market leading and a top seller for more than a decade.</p> <p>Tasks</p> <p>I/O subsystems.</p> <p>Design and implementation of a concept for board support packages.</p> <p>Debugging and troubleshooting using debug monitors, in-circuit emulators, logic analysers, etc.</p> <p>Testing and validating to MIL-STD 1815A.</p> <p>Certification of safety-critical systems, e.g. civil aviation (RTCA-DO178B).</p> <p>Technical writing.</p> <p>Supported the sales organization.</p> <p>Results</p> <p>Delivered the market leading product, fastest kernel, smallest footprint.</p> <p>Key player in closing many contracts.</p>

Other

Future Direction	<p>I am looking for a position where I can apply my abilities bridging the gap so often found between engineering and sales (or clients) - a conveyor of technology and ideas - the customers' advocate.</p> <p>The domain shall be software or IT related and the company shall possess core competences, which makes it a true leader in its market.</p> <p>I want to be enthused by the company's products and services, so I can inspire others. I would like to use my leadership skills by applying openness, strong values and clear direction.</p>
References	<p>Contact details available upon request:</p> <p>Søren A. Rasmussen, CEO Rovsing A/S</p> <p>Christian Rolin, VP Rovsing A/S</p> <p>Jørgen Bundgaard, R&D Director Rovsing A/S</p> <p>Ole Oest, CEO DDC-I group</p>