



Head of Sales Europe & Central Asia **Tobias Philipp Rohnstock**



Tobias has profound experience in the energy industry and energy technologies from the theoretical background as well as from the operational real-life perspective, where he also initially started his career in plant operations. He worked in power projects as a project manager with internal and international focus in the past. Main tasks were e.g., complex and high value projects in operations, improvement projects and new build projects in the international business environment for both, project owners and investors.

Tobias likes being entrepreneurial

and developed to an expert of business development & sales in the energy business throughout his career and enjoys dealing with complex tasks and contracts throughout the typical life cycle of energy projects, e.g. project development processes, project procurement processes with implementation strategies and O&M related projects.

Tobias studied Engineering and Business Administration at the University of Technology Dresden, Germany and at the School of Business & Economics of the University of Jyväskylä, Finland.

1 What gives you most satisfaction in your work?



The energy industry and energy technologies have always ranked amongst my favourite fields of interest thus satisfaction and motivation comes naturally and is woven into my daily business.

Successfully closed deals to the benefit of both, the client and RWE TI by developing a partnership approach over time, are pleasing. Also seeing the whole team developing and seeing when in the end all the various disciplines involved in a project are as happy as the client, when a task was successfully accomplished, is satisfying.

2 Why did you choose RWE TI?



I already was in the international engineering and consulting business of RWE when RWE TI was founded, consequently I am with RWE Technology International, when it counts to scale up RWE TI's internal and external services in our RWE group-wide approach – and to push forward on the growth path in all fields of expertise as a man with passion for the clients' energy projects.

3 “Your challenge is our passion!” – What it means to me:



Your assignment is taken with the enthusiasm to provide solutions, not only because it is just contractually necessary, but because it is our passion. RWE TI shows high involvement and always envisages tackling issues in a partnership approach – trust is a basis of success in a complex business environment.

RWETI is an independent and valuable partner which provides real added value based on real project experience. Putting your trust in our expertise, our sincerity and our reliability will pay off – that is the standard we set ourselves.