

**PERSONAL  
INFORMATION****Manfred Rauch**

📍 Lorbeergasse 12, 1030 Vienna (Austria)

☎ (+43) 664 2659812

✉ manfred.rauch@gmx.at

**WORK EXPERIENCE  
01/02/2017–ONGOING****Technical Manager Group International**

**STRABAG Wassertechnologies, Donau-City-Straße 9, 1220 Vienna**

- Business Development (market research, acquisition, market strategy, bids);
- Team Leader (8 direct reports) and
- Branch Office Director Ghana (30 Employees);
- Project Management (Bid Management, Contract Management, Site Management)
- Coordinator of permanent office and project office
- Technical design and organisational concept;
- Project financing;
- Strategic cooperation (joint venture, subcontractor);
- Contracting, claim management;
- Procurement strategy, litigation;

01/06/2015–30/01/2017

**Project Manager, Department Manager Water  
Edtmayer GmbH, Wien (Austria)**

- Business Development industrial Water & Wastewater;
- Project Manager (4 - 8 project team members, divers, multilingual, 2 to 4 sites parallel);
- Coordinator of permanent residential offices in Vienna and Croatia
- Technical design and organisational concept;

01/06/2015–30/01/2017

**Project Manager, Department Manager Water  
Edtmayer GmbH, Wien (Austria)**

- Business Development industrial Water & Wastewater;
- Project Manager (4 - 8 project team members, divers, multilingual, 2 to 4 sites parallel);
- Coordinator of permanent residential offices in Vienna and Croatia
- Technical design and organisational concept;

01/10/2002–30/09/2014

**Project Manager – Regional Manager**

**WTE Wassertechnik GmbH - Branch Office AUSTRIA, Maria Enzersdorf (Austria)**

- Business Development manager SEE (market research, acquisition, market strategy, bids);
- Team Leader permanent sales team (4 direct reports) and
- Project Manager (4 - 8 project team members, divers, multilingual, 2 to 4 sites parallel);
- Project Management (Conception phase, bid, design, purchase, contracting, execution, start-up);
- Coordinator of permanent residential offices in Serbia, Montenegro, Slovenia and Romania;
- Technical design and organisational concept;
- Project financing;
- Strategic cooperation (joint venture, subcontractor);
- Contracting, claim management;
- Procurement strategy, litigation;

01/11/1999–30/09/2002

**Project Manager**

**Lohberger & Thürriedl; Consulting Engineers, Linz - Freistadt (Austria)**

Design, Procurement, Contracting, Site Supervision in :

- Drinking Water Treatment and Water Transport
- Sewerage Networks
- Waste Water Treatment
- Rain Water Treatment
- industrial Wastewater Treatment
- Constructed Landfills
- QMS: Managing the initial certification for QMS by Standard ISO 9001
- IT - Coordinator (branch Office Freistadt)

01/10/1995–31/10/1999 **Freelancer (Project Team Member)**  
**Lohberger & Thürriedl, Biogest; TB Frömmer, TB Wöss et al, (Austria)**  
 Construction Engineer (CAD); Technical Calculations; Process Design  
 Geodetical Survey, Testing and Laboratory Analysis

**EDUCATION AND TRAINING**

01/10/2015–30/09/2024 **PhD Studies** EQF level 8  
 Bucharest University of Economic Studies  
 PhD in Economics/ Business Administration | EQF level 8 |

16/09/2014–12/04/2019 **Executive Management MBA** EQF level 8  
 Donau-Universität Krems (Austria)  
 Organisation, Business Law, Labour Law, Ethics in Business, Sustainable Development;  
 Human Resources, Financing Management, Marketing Management, Business Administration;  
 Entrepreneurship

01/09/1990–30/06/1999 **Dipl.-Ing. Water Management & Environmental Engineering** EQF level 7  
 University of Natural Resources and Life Sciences, Vienna (Austria)  
 General: Hydraulics, Soil Science, Structural Design, Statistics, Planning  
 Occupation: Water Treatment, Waste Water Treatment, Landfill, Architectural Design  
 Master Thesis: "Optimization of Waste Water Treatment Plant in Dairy Industry Ried im Innkreis"

01/09/1984–30/06/1989 **Matura (College Diploma)**  
 College for Electrical Engineering, Linz (Austria)

**PERSONAL SKILLS**

Mother tongue(s) German

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C1	C1	C1
Spanish	B1	B1	A1	A1	A2
Romanian	A2	A2	A1	A1	A1
Serbocroatian	A2	A1	A1	A1	A1

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2: Proficient user  
[Common European Framework of Reference for Languages](http://www.cerl.eu)

**Communication skills** - Presentations and Speeches; Press Releases, Public Information  
 - Contract negotiation (Civil works, Operation, Consortium/Joint Venture, Sub contracts, Supplier)  
 - Negotiation Manager in Application procedures for building Permit, Water Permit

**Organisational / managerial skills** Executive Management:  
 - Head of Department SEE since 2005 (Responsible for HR and Budget)  
 - Technical Director of branch Office Austria since 3/2006.  
 - Sales Director SEE (4 direct reports)

Project Management:

- Role of Sponsor / Project Owner since 2006 (Team Development)
- Role of Project Manager since 1999 (Social Leadership, Motivation)

## Social Competence:

- Team Leader in Project Teams (4 - 9 members plus subteams)
- Divers Team structure (Engineering, legal, finance...)
- Intercultural Leadership (Teams origin from different countries, branch Offices)
- Team Language English

## Job-related skills

## Project Management:

- Resource Management; Project Work Plan (Bar Chart)
- Work Breakdown Structure, Gant / Pert
- Project Cost Plan, Calculation, Controlling
- LEAN Management in Construction

## Legal:

- Contracts
- Procurement Law
- Liability law, Patent Law, Environmental Law

## Sales and acquisition:

- Project acquisition (AUT, CEE, SEE)
- Project financing, funding (Worldbank, IPA, EBRD, EIB,...)
- Organisational Models (PPP, BOT, dbfo, Concession, ...)
- Competitive Bidding, Calculation by national and international Standards in works and Engineering

## Design &amp; Site Supervision:

- Process Design (particularly in water and wastewater Treatment)
- Conceptual Design, Detailed Design
- Geodetical Survey, 3D - Modelling
- Hydraulical calculations,
- Site Supervision, Site measurement
- Plant Start up

## Computer skills

- Very experienced in Office applications (Word, Excel, PowerPoint)
- Very experienced in MS Project
- Good experience in AutoCAD

IT - Coordinator and IT - Security Officer at WTE branch Office Austria

## ADDITIONAL INFORMATION

## Certificates

- zSPM, Certified Senior Project Manager (IPMA Level B)
- QME, Qualified Management Executive (EN 17.024)
- Authorization for Engineering (Consulting Engineers)
- Authorization for Management Consulting

## Memberships

- PMI Project Management Institute, Chapter Austria
- PMA Projekt Management Austria
- WdF Economical Forum of Executives
- DWA German Association for Water and Wastewater Deposit and Landfill.
- Alumni Boku Vienna
- ÖEAV Austrian alps community.

## Honours and awards

SMBS (University of Salzburg Business School) from 2003 to 2008:  
Lecturer at Seminar "Legal environment and procurement law in Project Management"  
ÖWAV (Austrian Water and Waste Management Association):  
Member in working committee "Procurement Law".

WKO (Austrian Chamber of Commerce) from 9.2009 – 6.2017  
or Immigrants: Supporting academic immigrants.

- Publications**
- 03/2015: ÖWAV - Guide Book 33: Guide for Procurement Procedures in Water, Wastewater and Deposit Management, 2<sup>nd</sup> Edition;  
Casati C.; Rauch M.; Götzl P.; Holoubek M.; et al
  - 04/2007: MUT Masterplan Environmental Technology;  
Ministry of Land, Water, Forestry
  - 02/2007: Partnership instead of privatisation:  
Rauch M.; Journal IWA; Water Utility Management International
  - 10/2005: Needs to involve the private in water and wastewater?  
Rauch M.; Bulletin 15th National Conference; Patronatul Serviciilor Publice Romania
  - 10/2005: Methods for cost efficient Organisation and Procurement of WWTP  
Rauch M.; Starkl M.; Wiener Mitteilungen, Book 194, Vienna
- 
- 11/2021–ongoing**    **“Design & Build Water Treatment Plant Sekondi-Takoradi”, Ghana**  
Client: Ghana Water Company Ltd.  
Position: Project Director, Branch Office Manager  
Description: Capacity 100.000m<sup>3</sup>/day; raw water intake, pre-sedimentation, flocculation, dual-media filtration, disinfection, clear water reservoir, high lift pumping station  
Services provided: Detailed Engineering and Procurement of electromechanical Equipment, Pipe Laying, Civil Works & Installation, Training of local Operator, Commissioning  
Financing: Commercial Loan (Export Credit Facility)
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- 08/2020–11/2022**    **“Engineering, Procurement & Construction of Water Supply Tongu3”, Ghana**  
Client: Community Water and Sanitation Agency  
Position: Project Director, Branch Office Manager  
Description: 174 km Water Supply Network, Pumping Station incl. Reservoir, 4 Water Towers, for 11.5 mio EUR  
Services provided: Detailed Engineering and Procurement of electromechanical Equipment, Pipe Laying, Civil Works & Installation, Training of local Operator, Commissioning  
Financing: OeKB (concessional Loan)
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- 11/2011-12/2013**    **“Design & Build WWTP & SIP Podgorica”, Montenegro**  
Client: ViK Podgorica, Montenegro  
Position: Bid Manager  
Description: Public Procurement Process WWTP 275,000 P.E. incl. Sludge Incineration Plant and Main collector.  
Services provided: Conceptional Design, incl. Process Design Operation Cost and Guarantees, Organisational Design  
Tasks assigned to Expert: Plant layout, Technical and economical feasibility, Process Design Wastewater and Sludge incineration, Calculation, Contract management  
Financing: City of Podgorica
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- 01/2010-02/2014**    **“Design & Build WWTP Tivat - Kotor”, MNE**  
Client: Vodacom  
Position: Bid manager  
Description: Public Procurement of Design & Build of WWTP 72.500 P.E., O&M for 3 years (yFidic)  
Services provided: Conceptional Design, Calculation, Process Design  
Tasks assigned to Expert: Process Design SBR, Calculation, Contract management, Risk Management, Court trial, legal issues, Feasibility

Financing: KfW

01/2010-02/2014 **“Design & Build WWTP Bar”, MNE**

Client: Vodacom

Position: Bid manager

Description: Public Procurement of Design & Build of WWTP 90.000 P.E., O&M for 3 years (yFidic)

Services provided: Conceptional Design, Calculation, Process Design

Tasks assigned to Expert: Process Design SBR, Calculation, Contract management, Risk Management, Court trial, legal issues, Feasibility

Financing: KfW

01/2013-07/2013 **“Design & Build WWTP Butila – Sarajevo”, BiH**

Client: ViK Sarajevo

Position: Bid manager

Description: Public Procurement of Design & Build of WWTP extension to 600.000 P.E., rehabilitation and O&M for 5 years (yFidic)

Services provided: Conceptional Design, Calculation, Process Design

Tasks assigned to Expert: Process Design, Calculation, Contract management, Risk Management, Court trial, legal issues, Feasibility, Project Financing, Concrete rehabilitation,

Financing: Worldbank

07/2010-09/2014 **“Design, Build, Finance and Operate of WWT Budva”, MNE**

Client: Municipality Budva, MNE

Position: Project Manager

Description: WWTP Becici (100.000 P.E.), Rezevici (3.400 P.E.), Buljarica (27.500 P.E.), Collector, Pumping Stations, Network extension and rehabilitation

Services provided: Civil Works and Installation, Site supervision

Tasks assigned to Expert: Contract Management, Process Design, Legal issues, Claim Management, Project financing,

Financing: City of Budva, State of Montenegro, EVN, KfW-Ipex

10/2011-06/2011 **“Design, Build, Operation and Finance of DWTP Zrenjanin”, SRB**

Client: Vodovod Zrenjanin, Srbija

Position: Project Manager

Description: Drinking Water Treatment Plant for 300 Liter/s or 17.800 m<sup>3</sup>/d

Services provided: Conceptional Design, Pilot Plant Testing (3 Litre/s), Detailed chemical and physical analysis, Process Design Specification, Detailed Design, application for building permit

Tasks assigned to Expert: Purchase, Contract Management, Claim Management, legal issues, Feasibility of Process, Risk Management

Financing: Vodovod, Autonomous province of Vojvodina, EVN

05/2010-12/2010 **“Concession WWT Sentjernej”, Slovenia**

Client: Municipality Sentjernej, Slovenia

Position: Project Manager

Description: Public Procurement Process for Concession (Design, Build, Finance, Operate) of WWTP 3,500 P.E. and sewerage network.

Services provided: Conceptional Design, incl. Process Design Operation Cost and Guarantees, Organisational Design & Project Financing

Tasks assigned to Expert: Calculation, Organisational Concept, contract management, project financing, Quality management

Financing: EVN & Volksbank Ljubljana

01/2000-12/2001 **“Pressure Pipe from Ebensee to Bad Ischl, AUT”**

Client: Saline Austria AG, AUT

Position: Project Manager

Description: Pressure Pipes (4 parallel) DN 200 for Saline Water from Wells to Saline Industry

Services provided: Geodetical Survey, Design of Operation shafts, hydraulic calculation, pipes and pump dimension, plan of pipe laying, procurement, site supervision, start up  
Tasks assigned to Expert: Geodetical survey, Hydraulic Design, Layout and Crosssections, Losses and Operation demands, selection of pumps and material, O&M Plan, Safety Applications  
Financing: Saline Austria AG

10/1999-11/2001 "Drinking Water Plan Schenkenfelden, AUT"

Client: Municipality of Schenkenfelden

Position: Project Manager

Description: Storage Tank 4.000 m<sup>3</sup>, Pressure Pipes, Sand Filter, Chloride Dosing Station

Services provided: Geodetical Survey, Conceptional Design, Detailed Design, Procurement, Site Supervision, Claim Management, Quality management, Start up,

Tasks assigned to Expert: Hydraulic Design, Layout and Cross sections, selection of pumps and material, O&M Plan, Safety Applications, Remote Control, SCADA, Procurement, Site Supervision, Quantity Survey,

Financing: Municipality of Schenkenfelden, Kommunalkredit

Date: 15.07.2024

Signature : .....

