



European Chamber
中国欧盟商会

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Nanjing Board Election 2016

Candidate Motivation Letter

Name of Candidate: Bernhard Weber
Chapter: Nanjing
Position: Board Chair, European Chamber Nanjing Chapter



Motivation Letter

Please insert text (not more than 150 words)

Jiangsu and Nanjing has been my home for the last 22 years. Together with my wife Daria and our oldest son, I arrived in Nanjing in 1994 to continue my career in China. Our two younger children were born in Nanjing, and all of them attended Nanjing International School (NIS). My wife and I were deeply involved in the foundation process of NIS in the 90ties.

My various positions with Siemens and BSH in Nanjing and Wuxi gave me a chance to learn to understand more about this country, I witnessed the rapid development and got a fair understanding of how China is run. I have solid experiences in working with members of the administration and the government, and a good knowledge of the business rules of China.

I believe it is very important for the European companies in Nanjing to come closer together



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in the Chamber of Commerce, to have a common voice towards the administration and to be able to exchange their experiences. We already have experienced the leveling out of the playing field for FIEs (Foreign Invested Enterprises), more and more of the subsidies and previous advantages granted to foreign investment have disappeared, the local competition is very strong and active. I would like to contribute more of my experience to the chamber in order to support the European companies in their development in Nanjing.

Biography

Please insert text (not more than 150 words)

German citizen, University education in Germany, China and Japan,
MBA at Leavey School of Business, Santa Clara University, CA, USA;

1987 joined Siemens AG in Munich, Central Purchasing department.
1991-1994 worked for Siemens International Procurement Office in the USA,
1994-1998 Siemens Power Plant Automation (SPPA), Nanjing, Commercial Manager
1998-2003 BSW, Wuxi, the washing machines factory of BSH, as VGM and
Commercial Manager
2003-2010 BSH Sales Company, Nanjing, VP and CFO
2010-2014 BSH Home Appliances Holding (China) Co.,Ltd, VP and CFO
2014-now BSH Home Appliances Holding (China) Co., Ltd, Senior VP and RAO

Besides German, my mother tongue, I am fluent in English, Chinese and Italian and have a fair grounding in Japanese and French.