

ECOBÉ — Client Report

Tom Smidth

14 April 2026

Client Report: Tom Smidth

General Profile and Personal Presentation

Tom Smidth is a highly experienced Production Engineer with over a decade of direct involvement in project management, process optimization, and leadership across international industrial environments. With Danish nationality and currently residing in Lisbon, Portugal, Tom brings a strong intercultural perspective, having worked in multicultural teams and international locations (Europe, Africa, and Asia). Tom's communication skills—particularly in bridging technical and operational teams—are highlighted by his passion for technological innovation and sustainability. He presents himself as proactive, results-driven, and engaged in continuous improvement, positioning him well for high-responsibility roles.

Relevant Professional Experience

Tom's experience spans three major roles across leading organizations in the mining, cement, and energy sectors:

Operations Manager, Tom S. Engineering Solutions, Netherlands (2020–present)

- Managed a team of 25 engineers and technicians, leading improvement projects for cement and mining clients.
- Achieved a 15% cost reduction and a 20% increase in machine availability by introducing optimized processes and advanced maintenance strategies.
- Oversaw €5+ million in project budgets and negotiated with global suppliers.
- Drove international automation/digitalization efforts, including IoT and AI-enabled monitoring systems.

Senior Project Engineer, FLSmidth, Denmark (2015–2019)

- Led grinding and drying equipment installation projects across multiple continents.
- Developed tailored technical solutions, raising client efficiency by up to 25%.
- Facilitated knowledge transfer and sustainable practices via training local teams.
- Initiated automation projects focused on improved energy management.

Process Engineer, LafargeHolcim, Denmark (2010–2015)

- Conducted detailed process analyses to identify enhancement and cost-saving opportunities.
- Led initiatives to reduce energy/raw material use, supporting corporate sustainability.
- Provided technical training and cross-team troubleshooting.

Identified Competencies and Skills

Technical and Professional Competencies:

- Project management (PMP certified)
- Advanced process optimization and improvement methodologies (Lean Six Sigma Green Belt)
- Industrial automation, IoT, and AI applications in production settings
- Budget management and cost optimization
- Preventive and predictive maintenance strategies
- Technical documentation and reporting

- Energy efficiency and sustainability in operations

Interpersonal and Leadership Skills:

- Leading and developing multidisciplinary, multicultural teams
- Negotiation with global suppliers/partners
- Stakeholder management across technical and non-technical domains
- Communication and knowledge transfer/training delivery

Career Goals and Ambitions

Tom is actively seeking new opportunities to leverage his robust experience in challenging industrial or technical environments. His stated goals are to:

- Contribute to sustainable organizational growth
- Apply advanced process and project management expertise
- Continue to innovate within the domains of automation and digital transformation
- Take on roles that enable both operational and strategic impact, ideally with leadership responsibilities

He is open to international mobility and is particularly motivated by technologically advanced projects and organizational cultures that prioritize sustainability and innovation.

Notes on LinkedIn vs Personal CV

At this time, there are no material discrepancies between the provided CV and LinkedIn profile based on the information given. Both sources reflect a consistent professional narrative and accurately summarize Tom's responsibilities, career timeline, and achievements. However, a future review against the live LinkedIn page is recommended to confirm alignment and to leverage any additional recommendations, endorsements, or public project highlights that may support Tom's application process.

Initial Coaching Recommendations

1. Clarify Target Roles and Sectors:

- Advise Tom to further specify his desired industries (e.g., renewable energy, advanced manufacturing, digital transformation projects) and preferred organizational size or type (startups, multinationals, consultancies).

2. Strengthen Online Presence:

- Suggest adding quantifiable achievements and recent automation/AI project highlights to his LinkedIn, including richer multimedia content if available (presentations, awards, case study summaries).

3. Showcase Soft Skills and Intercultural Competencies:

- Encourage Tom to give explicit examples of intercultural leadership and stakeholder management in his profiles, which are particularly attractive in global roles.

4. Expand Networking Activities:

- Recommend proactive outreach to sector-specific groups, events (virtual and in-person), and participation in industry forums—some of which can be highlighted on his CV/LinkedIn.

5. Prepare for Transition:

- Advise Tom to structure compelling narratives around his impact in automation and sustainability, especially in interview preparation. Consider mock interviews focused on behavioral and situational questions for leadership

roles.

6. Continuous Learning:

- Encourage ongoing professional development—such as certifications in AI for Industry 4.0, advanced project management, or sector-specific regulations—to maintain a competitive edge.

7. CV and Profile Optimization:

- Suggest a review for ATS keyword alignment for target job descriptions, ensuring that both his CV and LinkedIn utilize industry-specific language.

Summary:

Tom Smidth is a seasoned production engineering and project management professional whose technical, strategic, and interpersonal skills prepare him well for leadership roles in innovative and international industrial environments. With a clear ambition for impactful, sustainable growth, Tom is well-positioned to add measurable value to forward-thinking organizations seeking operational excellence and transformation.