



Head of Sales Americas/Africa **Patricia Bone**



As Head of Sales Americas/Africa, Patricia drives and coordinates requests from customers and business development activities while always focusing on the needs of her clients.

She loves to work in an international environment developing tailor-made solutions depending on the specific needs and cultural differences of the clients.

Patricia joined RWE in 2010 working for RWE's trading subsidiary and moved to RWE Technology International in 2016 as Proposal Manager. She developed to the Team Lead of

the Proposal Team in 2019 making sure that proposals live up to client expectations and working as efficient as possible in the team while coordinating different tasks with tight deadlines.

Since 2020 Patricia worked as Head of Sales for Middle East & Asia and changed the regional focus in 2023 as becoming the Head of Sales Americas/Africa.

Patricia graduated with a Bachelor of Arts in International Management from the University of Applied Science in Essen.

1 What gives you most satisfaction in your work?



Overcoming different challenges on each project but knowing that in the end the client and the team are satisfied.

2 Why did you choose RWE TI?



Working for an international company of the energy sector with longstanding experience and contributing my part to a green energy player is mostly satisfying.

3 What three words best describes you?



Reliable. Focused. Empathic.

4 „You have the choice!“ – What it means to me:



We know that there is a great choice on the market, but this challenge motivates us to think out of the box and to develop our best solutions for you.