

# MURA JEAN-POL

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## PROFESSIONAL SUMMARY

Accomplished business leader with 4 decades of management experience (strategy, product development, sales, delivery and operational experience in the field of Automation), 25 years of which in the Railway Industry.

## SKILLS

- Contract negotiations
- Turnaround - Crisis management
- Strategic planning
- Public-speaking, Training
- International Teams management
- Reliable
- Persistent
- Result-Oriented
- Focused
- People-oriented

## WORK HISTORY



**Retired – Consultant, CEO & founder of BETTER Consulting wll, Bahrain** in Nov 2025. Performed several international training missions for UITP (KL, UAE, US). Closed a cooperation agreement with railway Engineering & Consulting partner in Europe

## SIEMENS

- **CEO, 2016 until October 2024**  
**Siemens Mobility Saudi Ltd** – Al Khobar Saudi Arabia. General Management, on-shore P&L, consolidated > 200 M€, Empl. > 200 - Market Segment: Railway OEM.
- **Business Unit Head and CEO, 2012 - 2016**  
**Siemens Ltd Mobility Division – Mumbai India – Siemens Rail Automation Pvt Ltd – Bangalore India**  
**Business Unit Mobility Management P&L responsibility, 30 M€, Employees: 200+ , Market Segment: Railway Signalling**
- **Sales & Marketing Senior Vice President, 2010 - 2012**  
**Siemens SAS France Mobility Division** – Paris – 200 M€, Employees: 11 - Market Segment: Mobility & Signalling
- **Sales Director BU Rail Automation, 2008 - 2010**  
**Siemens SAS France Mobility Division** – Paris - Employees: 5 -Market Segment: Railway Signalling
- **European Business Director (Business Segment Head) 2005 – 2008**  
**Siemens AG Mobility Division** – Braunschweig Germany - Market Segment: Mass Transit, P&L responsibility: 60 M€
- **Export Sales Manager, 2003 - 2005**  
**Siemens Transportation Systems** – Paris - Market Segment: Mass Transit Railway Signalling

## ABB

- **Business Unit Manager, 2000 - 2003**  
**ABB Automation France** –Paris – Market segment: MV Electrical Switchgear, Transformers, Relays and RTUs, P&L 18 M€
- **Sales & Marketing Director, 1994 until 2000**  
**Soule group** – Bardin division – Boulogne - Market Segment: Fault Indicators and RTUs for MV Distribution Networks  
Marketing, Sales and After Sales responsibility: 11 M€, Employees: 18

## THALES

- **BU Head + Sales & Marketing Director, 1991 until 1994**  
SEXTANT AVIONIQUE / **THALES Group** Automation Components - Valence - FHP Electrical Motors, P&L 59 M€
- **International Sales Manager, 1987 until 1991**  
THOMSON Microsystems (**THALES Group**) Munich / Paris (12 M€). Market Segment: PCBs (Electronics for Automation)

## Schlumberger

- **R&D Manager then European R&D Supervisor, 1981 until 1987**  
**Schlumberger** - Sereg Paris / FAG Kulgelfischer Erlangen-Germany (10 M€). Market Segment : Process Control

## EDUCATION & LANGUAGES

**EFREI** Electronics and Computer Science Engineering School - Paris / Villejuif (Master of Science - Computer Science , 1981)  
French: mother tongue - English & German: fluent - Spanish: operational

## ADDITIONAL INFORMATION

**Trainer:**

- R&D Management courses at Learning Tree International (1988-1992)
- Intercultural aspects in International Business at ICN (Nancy France) and RWU (Bristol USA) Business Schools
- Lead trainer at UITP for Management, RAMS, Financing

**Co-inventor** of a European Patent: "SafeEye" for Railway Signalling (2010P25432WE)