

## Helmut L. Schwarz, Hansa Pacific (PC) Principal



A seasoned management executive with over 25 years of leadership experience guiding start-up, rapid growth and turn around operations, Helmut has negotiated international agreements for technology products and services as well as marketed to domestic, governmental and international customers.

Offering a blend of creative and operational strengths, Helmut has achieved significant company and product turnarounds. As a senior executive of Fried Krupp GMBH Helmut was intimately involved in the design and establishment of one of the major shipyards in South Korea. As president and CEO of MTU of

North America, a wholly owned subsidiary of Daimler-Benz AG, Helmut oversaw a team of several hundred professionals, building a nationwide sales organization, and creating a US based repair and maintenance operation to support high-performance diesel engines.

He has extensive experience in aiding European companies wishing to establish or expand their presence in North America. He can guide companies in their decisions regarding: where to incorporate, business location or form, staffing needs and legal implications. Additionally, he can work with companies to refine their organizational structure, product lines, sourcing, sales channels and market position.

Helmut's formal academic background includes a German engineering education consisting of a BS in mechanical engineering degree from the School of Engineering in Hamburg, Germany, a master's degree in marine technology and nuclear technology at the School of Engineering in Flensburg, Germany, and an MBA (ME) from the University of California in Los Angeles.

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## Helga J. Schwarz , Hansa Pacific (PC) Principal



Helga is a sales and marketing professional with experience in event planning, travel consulting and advertising.

She has created competitive analysis reports while working as a liaison in the marketing department of an engineering firm, managed advertising campaigns, and organized business functions around the world.

She recognizes that “marketing is at the core of everything” and brings this philosophy into her daily business dealings.

Helga currently works as a travel planner at an agency in Seattle, WA, where she creates itineraries and meeting arrangements based on the needs of the business or leisure traveler.

She received her Associate Degree in Business at the Business College, Hamburg, Germany, and her Bachelor of Business Administration at Pace University, White Plains, NY.

Helga resides in Seattle, WA, where she lives with her husband Helmut.

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