

CV & Profile

Falk UEBERSCHÄR



MBA, Diploma Master of Business & Engineering (UoAS)
German title MBA, Diplom-Wirtschafts-Ingenieur (FH)

Falk UEBERSCHÄR

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Falk Ueberschär

Personal data

| | |
|-----------------------------|--|
| Date of birth/-place | 18. August 1975 in Berlin/Germany |
| Nationality | German |
| Family status | Married |
| Driver's licence | B, BE, C1, C1E, L, A, A1, AM (former German class 3) |

Focus areas and strength

- ✓ BMW module management series support/further development (SB/WE) for interior & exterior, including light & sight (BMW module KG "Licht & Sicht")
- ✓ SE Team Leader E/E Development Panorama Display Gen.2
- ✓ Use of AI to increase efficiency in all project areas
- ✓ Comprehensive Rolls-Royce team leader for module leaders & SE team leaders
- ✓ Many years of project experience in the automotive product development process for new development (ItO) & series support/further development (SB/WE)
- ✓ Leader of intensive team for difficult suppliers & delivery problems
- ✓ Extensive BMW experience in CodeCraft, Confluence, M-gAMS, PQM, Octane and TAIS
- ✓ Supporting the BMW purchasing department from the request for quotation to the award of contract
- ✓ Quality management in the automotive sector (8D reports, Warranty Recovery, Six Sigma @ Green Belt Level)
- ✓ Product cost expert (BMW PKR: Produkt-Kosten-Reduktion) for optimizing vehicle costs
- ✓ Management experience in international teams, e.g. China, UK, France, Italy, Switzerland, Netherlands
- ✓ Entrepreneurial thinking, assertiveness and creativity in the solution-finding and implementation process

Thematic foci

Since 2011 over 12 years of experience in automotive development (BMW, Daimler, Ford) in various functions, including as BMW module leader SB/WE (series support/advanced development) for interior and exterior, e.g. in Licht & Sicht (light & sight) module, BMW SE team leader panorama display Gen.2, BMW product cost expert (PKR) as well as overall Rolls-Royce team leader for module leader & SE team leader, Ford QM for chassis for Europe & China and also successful implementation of various other development projects.

Use of **AI to increase efficiency in all project areas** and to fundamentally accelerate development processes. Focus on automotive product development, process optimization, quality management, procurement, project management and product cost optimization of entire modules in the development process, including in-house vs. purchased parts, tool costs, material optimization, manufacturing costs, services and prototypes.

Professional career

Since 11/2023 **ARRK Engineering GmbH, Munich/Germany**

Comprehensive SE Team Supporter for display development

- Management function for Function Owner (FO):
Display/Coverglass, Touch, HW/FW, Mechanics, Camera, Validation
- Active support of the FOs in overarching process topics
- Interface responsibility in the development team and management of the respective members in the module, e.g. FTQP
- Coordination with QMTs as well as material control & logistics for the purpose of feasibility of development statuses in the BMW plants, including BMW plant Dingolfing
- Tracking of all outstanding tasks & changes in the team

09/2022 to 11/2023 **ARRK Engineering GmbH, Munich/Germany**

SE Team Leader new development panorama display 7 series BMW Gen.2

- Management of the Function Owners (display/coverglass, touch, HW/FW, mechanics, camera, validation), customer contact at system level and independent management of all changes within the specified time frame
- Interface responsibility in the process chain and control of the respective members in the module, e.g. FTQP
- Coordination with QMTs and material control for the purpose of feasibility of development statuses in the BMW plants, including BMW plant Dingolfing
- Accompanying change requests at the supplier until handover to the BMW project manager

04/2019 to 09/2022 **Experienced MBA/Industrial Engineer (UoAS), Kissing/Germany**

Jobseeker

- Project management
- Quality management
- Marketing & sales

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11/2018 to 04/2019 **Bertrandt Ingenieurbüro GmbH, Munich/Germany**

BMW Interior Module Leader for series support/further development (SB/WE) in product line LU BMW carlines

- Management of the process chain and customer contact person at system level as well as independent control of all changes within the specified time frame
- Interface responsibility in the ProIn process chain and management of the SE team leaders and the members of the IA "Interior" module
- Development of component concepts for the optimized installation of interior components
- Support for specialist purchasing in supplier management
- Support for the BMW plants in Regensburg/Leipzig/Tiexi (China) and cooperation partners in the production network in the Netherlands
- On-site audits at suppliers (Tier 2) in coordination with the QMT
- Coordination with specialist purchasing and material control for the timely implementation of changes in the plants
- Responsibility for the component targets with regard to properties, costs, weight, quality, deadlines, etc. via the own module round
- Release and cost responsibility for series components and support of the SE team leaders in the transfer to the development process for new vehicles
- Support in product cost reduction for the LU BMW derivatives product line in series production from the idea to implementation in the plant
- Adjustment of the module quantity structure via DALi/BDQV in the BMW release process

07/2018 to 10/2018 **Ueberschär24 Consulting UG (haftungsbeschränkt), Kissing südl. Augsburg**

Self-employed Project Manager automotive & purchase

- Creation of automotive concepts & presentations
- Preparation of business plans for the automotive sector
- Quotation preparation
- Conducting negotiations with the purchasing department

03/2014 to 06/2018 **KET Karosserie Entwicklung Thurner GmbH, Munich/Germany**
Customer: BMW Group, Munich

Project Manager, SE Team Leader, Expert for Product Costs

- Project Manager intensive team seals (3 months):
successful assurance of the supplier's ability to deliver before SOP incl. release control/quality for the components and close coordination with the management of the foreign BMW plant
- Expert for product cost reduction [PKR Produkt-Kosten-Reduzierung] (16 months):
Successful implementation of product cost projects across several product lines (frontend, floor group) incl. release responsibility
- Team leader front-end development (19 months):
Management of the SE team via own SE team round for several vehicle derivatives
- Team leader module planning in the PMO (16 months):
Focus on product cost & procurement optimization (all product lines, all modules), focus on rear end & front end incl. procurement and committee management
- Process optimization in the BMW development process (ItO Idea-to-Offer)
- Procurement of components & tools as well as services and logistics services in the direct & indirect materials sector
- Among other things, the projects focused on reducing development costs (components, tools) along the value chain and long-term total costs

11/2012 to 02/2014 **MIGSO-PCUBED (former MI-GSO GmbH)¹, Munich/Germany**
Customer: BMW Group, Munich

BMW Module Leader for light & sight / Project Management Consultant

- BMW carlines module leader series support/further development (SB/WE) in a large product line in module KG light & sight ("Licht & Sicht") up to SOP
- Successful assurance of the development targets for the SOP for sight (German term: "Sicht"), front light and rear light submodules, including electronics and EMC

¹ a subsidiary of ALTEN SA

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- Managing the supplier relationship and ensuring procurement (parts, tools) by the respective development teams for the plants Dingolfing/Germany and Shenyang/China
- Comprehensive quality management and collaboration in intensive teams (horn China, headlights) together with quality management, suppliers, foreign plant in China and elsewhere, internal specialist department, internal validation and specialist purchasing
- **Qualification:** Project Management Professional (PMP), Project Management Institute (PMI) USA

07/2011 to 10/2012 **RLE International GmbH, Cologne/Germany**
Customers: BMW Group, Mercedes-Benz Group/former Daimler AG, RLE International GmbH, Ford Motor Company

Consultant (05/2012 to 10/2012)

- Consulting project "Tool Management": Market analysis on counterfeit spare parts with countermeasures incl. SWOT analysis / KPI and OEM tool management in the automotive sector (BMW Group)
- Further development of digital repair manuals (Mercedes-Benz Group, former Daimler AG)
- Creation of a global databank for HR department (RLE International GmbH)

Warranty Data Analyst at Ford Motor Company (07/2011 to 04/2012)

- New development of a complete quality reporting system for Chassis Europe & China based on an SQL databank using Ford's AWS quality databank for all vehicle carlines
- Supplier management within the scope of warranty recovery for the successful participation of Tier 1 suppliers in warranty costs

11/2009 to 07/2011 **Michael Dobler Management Search, Duesseldorf/Germany**

IT person in charge

- IT management for 12 employees incl. budget responsibility

Research Consultant HR

- Headhunting with focus on consultants

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01/2009 to 10/2009 **Paternity leave, Cologne/Germany**

11/2008 to 12/2008 **Brunel GmbH, Duesseldorf/Germany**

Consultant

- Marketing of engineering services

06/2008 to 10/2008 **EuroSphinx.com, Cologne/Germany**

Independent Logistics Consultant

- Logistics consulting for hotels & restaurants for logistics optimization

04/2006 to 05/2008 **BV Zahlungssysteme GmbH², Cologne/Germany**

MBA Management Assistent, Sales for CardCash.de

- Development of a growth strategy for CardCash in China
- Successful development of the website CardCash.de for the development of new distribution channels

05/2003 to 03/2006 **EuroSphinx.com, Schoenefeld near Berlin/Germany**

Independent Logistics Consultant

- Consulting service for hotels with focus on logistics optimization

10/2002 to 04/2003 **GÖK Consulting GmbH, Berlin/Germany**

Consultant for hospital logistics

- Strategic consulting project in the hospital sector to plan the logistics processes in the new central warehouse in Halle a. d. Saale
- **Results:** Avoidance of cost increases for personnel, reduction of storage space requirements (elimination of transit times!) with simultaneously higher availability per stock item, better customer service thanks to clearly defined response times & regular supply tours, ensuring compliance with legal hygiene regulations

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04/2002 to 10/2002 **Flender Power Transmission (Tianjin) Co. Ltd.**³, Tianjin/China

Graduate student in China at a German mechanical engineering company

- **Diploma thesis:** „Rearrangement and Development of the Procurement of Supply Parts with Focus on the Reduction of Delivery Times by the Suppliers of Flender Ltd., Adaptation of Stock Level and According Cost Reduction within the Supply Chain“
- **Grade 1** for my part of the group diploma thesis in English language⁴

09/2000 to 02/2001 **Dornier SystemConsult GmbH, Friedrichshafen & Berlin/Germany**

Intern in logistics consultancy

- Logistical planning of a freight center incl. port telematics concept in the Port of Hamburg
- Comparative analysis for a logistics center in Central Asia
- Consulting project for the comprehensive analysis of goods flows and delivery traffic in Berlin's inner city area

Education & Studies

12/2012 to 01/2014 **PMI Project Management Institute (USA), Munich/Germany**

*Project Management Professional (PMP)*⁵ (valid 2014 to 2017)

- Initiation: Moderately Proficient
- Planning: Moderately Proficient
- Executing: Proficient
- Monitoring and Controlling: Proficient
- Closing: Moderately Proficient

3 The German parent company Flender AG, HQ in Bocholt (D), has been part of Automation&Drive of Siemens AG since 04/2005 and has been owned by the US investor Carlyle since 10/2020.

4 Due to the large overall scope of the above-mentioned diploma topic, the diploma thesis was designed as a group project. The second part of the group thesis was carried out by my fellow student Jörg Büchtung. Note: Both I and Mr. Jörg Büchtung were assessed separately for their respective, clearly separated parts of the group thesis.

5 PMI defines the achievable levels of proficiency as follows:

Proficient – indicates performance is above the average level of knowledge in this domain

Moderately Proficient – indicates performance is at the average level of knowledge in this domain

Below Proficient – indicates performance is below the average level of knowledge in this domain

For further information regarding the exam domains, PMI refers to the *PMI Examination Content Outline* under the point „Certification“ at PMI.org.

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06/2006 to 05/2008 **Steinbeis-Hochschule Berlin, Berlin & Herrenberg (BW)/Germany**

Student for a Master of Business Administration in Growth Management

- Growth management under the aspects strategy, marketing und sales, international management, financial management, innovation
- **Master thesis:** Development of a growth strategy for the expansion in China for the brand CardCash
- Co-organisator of the MBA lecture series (11/2006 to 02/2008) for the dialog with entrepreneurs & founders: www.mba-vortragsreihe.de

07/2000 to 07/2000 **China Institute of TFH Wildau, Wildau near Berlin/Germany**

Internship on train transport over 2 weeks

- 50 % theory (5 days)
- 50 % practical part (5 days)

12/1999 to 02/2000 **TAW Cert and TFH Wildau, Wildau near Berlin/Germany**

QM Auditor training (based on QM Fachkraft & Q-Manager)

- DIN ISO 9000continued
- Implementation of the QM system
- Development of an audit checklist
- Planing and preperation of internal audits
- Execution of audits
- Interview techniques

09/1998 to 10/2002 **Technische Fachhochschule Wildau, Wildau near Berlin/Germany**

Student of International Logistics

- **Degree:** Diploma Master of Business & Engineering (UoAS)⁶
- **Semester abroad:** „company logistics“ at the Université de Metz in Lorraine/France
- Group diploma theses in English language in Tianjin/China⁷
- **Supplementary degree:** QM Auditor, TAW-Cert GmbH & TFH Wildau

⁶ German original title: Diplom-Wirtschaftsingenieur (FH)

⁷ Diplomegeber: Flender Power Transmission (Tianjin) Co., Ltd. mit Sitz in Tianjin/China. Die deutsche Muttergesellschaft Flender AG, Hauptsitz Bocholt (D), war seit 04/2005 ein Teil von Automation&Drive der Siemens AG und ist seit 10/2020 im Eigentum des US-Investors Carlyle.

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08/1996 to 06/1998 **Deutsche Bank AG, Berlin/Germany**

Bank trainee for a degree as a banker

- International payments
- Stock exchange trading
- Real estate business
- **Additional qualification** „English for Business“ (LCCI Level 2)

07/1995 to 06/1996 **German army (Deutsche Bundeswehr), Neu Damerow/Germany**

Responsible for Ammunition (basic military service)

09/1991 to 06/1995 **Herzfelde High School (German Gymnasium), Berlin/Germany**

High school student with a 2.0 A-level grade (German Abitur)

Special knowledge

Languages

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|---------|---|
| German | - Mother tongue |
| English | - Business fluent verbally and written |
| French | - Good verbally and written |
| Spanish | - Good basic knowledge verbally and written |
| Chinese | - Good basic knowledge verbally and written |
| Russian | - Fluent verbally, good in writing |

Project Management

| | |
|-----------------|----------------------|
| PMP Certificate | - Valid 2014 to 2017 |
|-----------------|----------------------|

Quality & Standards

| | |
|-------------------|-------------------|
| FMEA | - Good |
| Poka Yoke | - Very good |
| 8D Report | - Very good |
| Quality Auditor | - Valid 2002-2005 |
| Kaizen | - Good |
| ISO 9001continued | - Good |
| Six Sigma | - Greenbelt level |

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IT

| | |
|----------------------|-------------------|
| CodeCraft/JIRA (BMW) | - Very good |
| Confluence (BMW) | - Very good |
| MS-Project | - Very good |
| M-gAMS (BMW) | - Very good |
| MS-Office | - Very good |
| MS-Access | - Very good |
| Octane (BMW) | - Very good |
| PQM (BMW) | - Very good |
| Prisma (BMW) | - Good |
| SAP (BMW) | - Good |
| SQL | - Very good |
| PMC (BMW) | - Very good |
| CATIA V5 (BMW) | - Basic knowledge |
| TAIS (BMW) | - Good |

Hobbies and Interests

Cars
AI Artificial Intelligence & software
Travelling



Kissing, 2024-01-01