

CV & Profile

Falk UEBERSCHÄR



Doctor. h.c. of Automotive Studies, CCU Institute (USA)
MBA, Diploma Master of Business & Engineering (UoAS), PMP, QM Auditor
German title MBA, Diplom-Wirtschafts-Ingenieur (FH), PMP, QM-Auditor

Falk UEBERSCHÄR

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Personal data

Date of birth/-place	18. August 1975 in Berlin/Germany
Nationality	German
Family status	Married, 3 children (17 y., 13 y., 8 y.)
Driver's license	B, BE, C1, C1E, L, A, A1, AM (former German class 3)

Focus areas and strengths

- ✓ Module leader SB/WE¹ for interior & exterior, e. g. BMW module KG lightning & sight
- ✓ SE team leader by order of BMW Group for brake hose & brackets (module FG/FD02) as well as E/E panorama display (Gen.2)
- ✓ Comprehensive Rolls-Royce team leader for module leaders & SE team leaders in Munich for the modules KD/KE/KF (front-end, doors, rear-end) at BMW
- ✓ Many years of project experience in the BMW product development process for new development (ItO) & series support/further development (SB/WE)
- ✓ Leader of intensive team for difficult suppliers & delivery problems
- ✓ Extensive experience in the BMW systems CATIA, NextOne, gAMS Next, iRAM, FLS, Cert, PQM, BOMHub and Octane
- ✓ International leadership experience: China (e. g. diploma thesis 2002), South Korea, USA, UK (Rolls-Royce), France, Italy, Switzerland, NL, TR
- ✓ Product cost expert (BMW PKR²) for optimizing of costs at BMW
- ✓ Fact sheet creation for the BMW purchase till nomination
- ✓ Quality management (QM) in the automotive sector: 8D reports, Warranty Recovery, Six Sigma at Green Belt level, esp. at Ford Cologne
- ✓ Use of AI to increase efficiency in all project areas
- ✓ Entrepreneurial thinking, assertiveness and creativity in the solution finding and implementation process

Thematic foci

Since 2011 **comprehensive experience** in automotive development (BMW, Daimler, Ford) in various functions, among other things as a SE team leader ItO & module leader SB/WE for interior & exterior, e. g. in the module KG "Licht & Sicht", SE team leader BMW brake hose & brackets, product cost expert (BMW PKR) as well as comprehensive team leader at Rolls-Royce for module leaders & SE team leaders, Ford QM for chassis for Europe & China and also successful implementation of various other development projects.

Focus on automotive process optimization, AI for improved efficiency, QM, purchase & procurement, project management and PKR of entire modules in the development process, tooling costs in the process of nomination, material optimization, construction-lead production costs, prototypes and setup costs at suppliers.

1 SB/WE (BMW): Serienbetreuung/Weiterentwicklung (English: series support/further development)

2 PKR: Produkt-Kosten-Reduktion (English: product-cost-reduction)

Professional career

03/2024 to 06/2024 **RLE Mobility GmbH & Co. KG, Munich/Germany**

Project member at BMW with controlling scopes for brake hose & brackets SWL³/EPB⁴/VDC⁵ & cable VDC & information sign brake fluid

- Management of component scopes Module FG/FD02 for the ItO carlines NCAR (NA5: Lead; +NAX/NBX/NCX/NDX/ZAX/G45/G46/G48/RR45) and SB/WE for G0x/G1x/G2x/RR25/I20 in particular with regard to the necessary approvals (VERF, VORF, PROF) as well as their proper scheduling to ensure the on-time supply of components in the BMW plants
- Leading the SE team meetings with focus on reconciliation of the the BMW supplier schedule for purchased parts (LTPK⁶) with the suppliers' tooling schedule
- Implementation of 360° view & interface responsibility in the BMW process chain up to gAMS creation
- Management of the respective suppliers (quality/costs/deadlines)
- Coordination with BMW purchasing & QMTs as well as material control from Kick-off in order to realize the development stages in the BMW plants⁷ DEB/SHY/MUC/SPA/DGF/ZAF/GWD

11/2023 to 02/2024 **ARRK Engineering GmbH, Munich/Germany**

Comprehensive SE Team Supporter for BMW display development

- Leadership 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

3 SWL: Schwenklager (pivot bearing)

4 EPB: elektrische Parkbremse (electric park brake)

5 VDC: virtual dynamic control

6 LTPK (BMW): Lieferanten-Terminplan-Kaufteile (supplier timing plan for purchase parts)

7 For an overview on all BMW plants: de.wikipedia.org/wiki/BMW-Werke

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- 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**

Job seeker

- Project management
- Quality management
- Marketing & sales

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

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- 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 (limited liability), Kissing south of 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 for 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

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- Expert for product cost reduction [PKR⁸] (16 months):
Successful implementation of product cost projects across several product lines (front-end, 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 (ItO⁹)
- Procurement of components & toolings as well as services and logistics services in the direct & indirect materials sector
- Among other things, the projects focused on reducing development costs (components, toolings) along the value chain and long-term total costs

11/2012 to 02/2014 **MIGSO-PCUBED¹⁰, Munich/Germany**
Customer: BMW Group, Munich

BMW Module Leader for Licht & Sicht¹¹ / Project Management Consultant

- BMW carlines module leader series support/further development (SB/WE) in a large product line in module "Licht & Sicht" until SOP
- Successful assurance of the development targets for the SOP for the sub-modules sight, front lightning and rear lightning, incl. electronics and EMC¹²
- Managing the supplier relationship and ensuring procurement (parts, toolings) by the respective development teams for the BMW plants Dingolfing/Germany and Shenyang/China

8 PKR (BMW): Produkt-Kosten-Reduktion (product cost reduction)

9 ItO (BMW): Idea-to-Offer (standardized process of developing new cars comprising the process from supplier nomination until SOP)

10 in former "MI-GSO GmbH" and a subsidiary of ALTEN SA

11 Lightning & sight (a module at the BMW Group)

12 Electromagnetic compatibility (EMC) is the ability of electrical equipment and systems to function acceptably in their electromagnetic environment, by limiting the unintentional generation, propagation and reception of electromagnetic energy which may cause unwanted effects such as electromagnetic interference (EMI) or even physical damage to operational equipment.

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- Comprehensive quality management and collaboration in intensive teams (horn in China, headlights) together with QM, suppliers, foreign plant, e. g. 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 Group¹³, 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)
- Creation of a global database for the HR department (RLE International GmbH)

Warranty Data Analyst at Ford-Werke GmbH, Cologne (07/2011 to 04/2012)

- New development of a complete quality reporting system for Chassis Europe & China based on an SQL database using Ford's AWS quality database 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

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

¹³ at that time in 2012: Daimler AG

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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 GmbH¹⁴, 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

¹⁴ an IT service company of holding Bank-Verlag GmbH Cologne

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04/2002 to 10/2002 **Flender Power Transmission (Tianjin) Co. Ltd.¹⁵, 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 language¹⁶

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)¹⁷ (valid 2014 to 2017)

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

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

16 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 our respective, clearly separated parts of the group thesis.

17 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 & 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.de¹⁸

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 preparation 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)¹⁹
- **Semester abroad:** company logistics at the Université de Metz in Lorraine/France
- Group diploma theses in English language in Tianjin/China²⁰
- **Supplementary degree:** QM Auditor, TAW-Cert GmbH & TFH Wildau

¹⁸ Latest available website archive is from 2019-08-06 on <https://web.archive.org>

¹⁹ German original degree: Diplom-Wirtschaftsingenieur (FH)

²⁰ Diploma donor: Flender Power Transmission (Tianjin) Co., Ltd. with HQ in Tianjin/China. The German parent company Flender AG, HQ Bocholt (D), has been a part of *Automation & Drive* of the Siemens AG since 04/2005 and is since 10/2020 owned by US investor Carlyle.

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

Bank clerk trainee

- International payments
- Stock exchange trading
- Real estate business
- **Additional qualification** „English for Business“ (LCCI²¹ Level 2)

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

Basic military service: Ammunition attendant

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

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

- First subject: Mathematics
- Second subject: Political world studies

Special knowledge

Languages

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

Project Management

PMP Certificate	- Valid 2014 to 2017
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²¹ LCCI: London Chamber of Commerce and Industry, find out more at <https://www.londonchamber.co.uk>

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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

IT & Software/Apps

3DConcepts (BMW)	- Very good
B2B-Portal (BMW)	- Very good
BOMHub (BMW)	- Good
CATIA V5 (BMW)	- Good
Cert (BMW)	- Good
CodeCraft/JIRA (BMW)	- Very good
Confluence (BMW)	- Very good
Freigabeleitstand (BMW)	- Very good
Freigabeliste (BMW)	- Very good
FutureCars (BMW)	- Very good
gAMS Next (BMW)	- Very good
iRAM (BMW)	- Very good
LTPK ²² (BMW)	- Very good
MatrX (BMW)	- Very good
MMG (BMW)	- Very good
MS-Access	- Very good
MS-Office	- Very good
MS-Project	- Very good
NextOne (BMW)	- Very good
Octane (BMW)	- Very good
PQM Next (BMW)	- Very good
Prisma (BMW)	- Good
Pulk-Termin-Raster (BMW)	- Very good
SAP (BMW)	- Good
SQL	- Very good
TAIS (BMW)	- Good
Umlaufzettel (BMW)	- Very good

22 LTPK: Lieferanten-Termin-Plan Kaufteile (Supplier Schedule for Purchased Parts) contains the BMW Group's scheduling requirements from nomination to SOP and is published separately for each combination of carline/SOP/plant. It is binding for each supplier. Deviations from the specifications given there are possible and must be agreed in detail with BMW material control. However, the respective Call-Offs from BMW material control are ultimately binding for the suppliers, as these may also take into account the latest planning status in the SE team or at the BMW plant.

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VOOFit (BMW) - Very good
VTS (BMW) - Very good

Hobbies & Interests

Cars
AI Artificial Intelligence & software
Traveling



Kissing, 2024-08-02