

**JOERG FEHLINGER**  
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## PROFILE

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Strong Manager and Leader with 15-years of international management and consulting experience in Europe, North America and Russia for companies such as Volkswagen, Audi of America, KPMG, European Commission, European Patent Office, IMC, E.ON and BAE Combat Systems.

- Responsible for the Professional Services at a leading technology and consulting company.
- Responsible for the delivery of numerous innovative digital projects with up to €72 Mio budgets.
- Serial entrepreneur/founder of an online fitness gamification platform and a digital music news startup.
- Harvard Business School Executive Education.
- Master in Business Administration from the University of Saarbruecken.
- Bilingual in English and German.
- Exceptional interpersonal skills, tech savvy, highly analytical, client focused, organized and results-driven.

## PROFESSIONAL EXPERIENCE

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Since 01/2011	<b>FEHLINGER CONSULTING – Berlin, DE</b> <b>Freelance Management Consultant</b> Freelance Management Consultant in the areas of Interims Management, Team Management, Program and Project Management, Project Turnarounds, Project Setup and Reorganization, Process Analysis and Redesign, (agile) Software Development and Rollout, Change Management.
Since 08/2016	<b>FITROCKR – Berlin, DE</b> <b>Co-Founder</b> Co-founder of the fitness gamification platform FITROCKR.com, where athletes compete against each other in social fitness leagues.
01/2018 – 07/2018	<b>VOLKSWAGEN OF AMERICA – Herndon, USA</b> <b>Management Consultant (Contractor) – Order Management</b> Strategic project setup and management coaching for a process redesign project in the area of Order Management. <ul style="list-style-type: none"><li>○ Responsible for the strategic project setup to redesign US order management processes for the Volkswagen brand to achieve \$5M savings per year.</li><li>○ Coaching and advisory of project management processes and structures.</li></ul>
04/2017 – 05/2018	<b>VOLKSWAGEN OF AMERICA – Herndon, USA</b> <b>Management Consultant (Contractor) – Incentives Management</b> Responsibility and management of a process optimization, application development and rollout project in the area of Incentives Management. <ul style="list-style-type: none"><li>○ Responsible for the redesign and change management of US Incentives Management processes for the Volkswagen brand.</li><li>○ Responsible for the Process Redesign, Application Development and Rollout of a \$4M initiative.</li><li>○ Responsible for the achievement of yearly cost savings of \$12M.</li></ul>

01/2015 – 11/2016

AUDI OF AMERICA – Herndon, USA

**Management Consultant (Contractor) – Sales, Order & Distribution Management**

Responsibility and management of various restructuring, process optimization, application design, development and rollout projects in the area of Sales, Order and Distribution Management.

- Responsible for the redesign and change management of US product data for the Volkswagen and Audi brands during a global process redesign and software rollout involving more than 80 international project team members.
- Management of a cost saving initiative of \$7M.
- Responsible for a +45% increase in estimated vehicle arrival predictions and process transparency improvements towards dealerships and customers for Volkswagen and Audi brands in the US and Canada.
- Management of the strategic development and optimization of the North American dealer portal for Volkswagen and Audi brands.

02/2013 – 11/2014

VOLKSWAGEN OF AMERICA – Herndon, USA

**Management Consultant (Contractor) – Sales & Digital Marketing**

Turnaround and management of an innovative digital project in the area of Sales & Digital Marketing for Volkswagen in the US and Canada.

- Turnaround and management of an innovative digital project with a budget of \$12M, more than 50 international team members and 3 development partners.
- Responsible for 10% cost savings through negotiations and process changes in development partner management.
- Governance team lead to setup a project organization and processes which were declared as “Project Standard”.

04/2012 – 09/2015

ARTIST RADAR – Berlin, DE

**Co-Founder**

Co-founder of the digital music service startup ARTIST-RADAR.com, where fans follow their stars to receive personalized news.

- Co-founder and CEO of the startup.
- Awarded as “one of the most promising startups” at TNW Conference New York.
- Successful exit / sold iOS and Web App.

03/2011 – 11/2012

VOLKSWAGEN – Wolfsburg, DE

**Management Consultant (Contractor) – Sales & Digital Marketing**

Responsibility for the turnaround and governance lead for a global software development and rollout project in the area of Sales and Digital Marketing.

- Responsible for the project restructuring and process redesign with more than 160 team members and €72M budget.
- Responsible for €1M cost savings through negotiations and process changes in development partner management.
- Management of the Governance Team to setup and define the project organization and processes which were declared as “Project Standard”.

01/2011 – 12/2014

BECOTA CONSULTING – Berlin, DE

**Managing Director**

Responsibility for the daily business of the company.

- CEO, sales, consulting and partner management.
- Responsible for the automotive practice with clients such as VW, Audi, Seat and Mercedes Benz.
- Successful delivery of multiple projects in the automotive area.

01/2008 – 12/2010

IMC (UK) LEARNING – London, UK

**Director Professional Services**

Responsibility for the Professional Services department.

- Setup and management of the Professional Services department with 5 local and 20 international employees in Consulting and more than 40 employees in Software Development.
- Achieved positive profits after first year.

01/2006 – 12/2007

IMC – Saarbruecken, DE

**Manager International Consulting**

Responsibility for the international Consulting team.

- Responsible for the delivery of more than 30 international consulting projects.
- Built and management of the second largest key account.

04/2002 – 12/2005

IMC – Saarbruecken, DE

**Senior Consultant**

Management of consulting projects.

- Project and team management.
- Successful delivery of numerous process analysis and redesign, software development and rollout, and change management projects.

04/2000 – 12/2001

INSTITUTE FOR INFORMATION SYSTEMS – Saarbruecken, DE

**Researcher**

Research and development of digital multimedia learning modules.

- Successful development of multimedia learning modules for the University of Saarbruecken.
- Successful development of multimedia learning modules for SAP trainings.

## PROJECT PORTFOLIO

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Benelux:	European Commission, ERGO Insurance, KPMG Netherlands
Canada:	KPMG Canada
England:	BAE Combat Systems, Department of Health, KPMG UK, Fire Service College, Learntesting Group, CFEB, Inchcape Shipping Services
Germany:	Volkswagen, E.ON Academy, E.ON Group, E.ON Ruhrgas, European Patent Office, KPMG Germany, World of TUI, Software AG
Russia:	KPMG Russia
Switzerland:	Swisscom, United Bank of Switzerland
USA:	Audi of America, Volkswagen of America

## EDUCATION & QUALIFICATION

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2012:	Harvard Business School – <b>Executive Education</b>
2006:	QRP Management Methods International – <b>PRINCE2 Project Manager</b>
2002:	University Saarbruecken & Manhattan College – <b>Master in Business Administration</b>
Sprachen:	<b>German</b> (mother-tongue), <b>English</b> (bilingual-proficiency)
IT-Skills:	MS Office, MS Project, MS Visio, Adobe Photoshop, HTML, CSS, Jira, Asana, Slack

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## INTERESTS

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Hiking, Travel, Squash, Computer, Technology, Internet.