

OBJECTIVE

Technology Officer (MA) dedicated to promoting an interactive culture and driving innovation through market understanding.

PROFILE

- As a Business Developer, CTO and Director of R&D, I possess strong abilities and a decade of experience in strategic product development. I have a proven track record of successfully launching multiple products within the past 10 years, including Roasters Tornado RSX/FRD (6t/batch) and new full processing lines like CocoaBoost and Powder Plant. These achievements have contributed to a total revenue exceeding €120M over the past 7 years.
- My responsibilities have included overseeing Innovation, Research & Development, and Life Cycle Management ("LCM") with a successful track record in an international context, spanning regions such as India, Brazil, Ivory Coast, China, Indonesia, Scotland, Switzerland.
- As a Technical Director, I implemented an Assembly-to-Order ("ATO") structure at Bühler Barth and HDM. This strategic move aimed to achieve cost leadership while maintaining or enhancing our technological leadership in critical positions.
- In collaborating with various teams, I led significant improvements across various facets of our operations. These enhancements encompassed streamlining sales procedures, reducing construction and automation release times, optimizing warehousing, expediting assembly processes, and enhancing delivery times through systematic standardization initiatives.
- In my role as a Manager, I have established strong connections with customers, with a focus on strategic project development, effective troubleshooting, and was supporting challenging sales.
- I have a history of strong people leadership, having built, and led independent, successful, and multicultural teams by empowering their strength. Additionally, I have experience in change management during the restructuring process.
- I possess extensive expertise in integrating various existing technologies to foster innovation, as demonstrated by my work on projects such as CocoaBoost, Quality Yield Cockpit, and Flavour Monitoring Cockpit.

MAIN ACHIEVEMENTS

HDM (Hamburg Dresdner Maschinenfabriken GmbH)

- Increased HDM's TO from €30M to €55M and EBITA from 4% to 11% through the implementation of the ATO structure for key machines:
- Successfully implemented four value-oriented IoT innovations: Quality Yield Cockpit, Flavour Monitoring Cockpit, Humidity Monitoring Cockpit, and Pilot Control System.
- Built a successful network between HDM's subsidiaries and Probat.

BÜHLER Group

- Managed the innovation roadmap for 5 business units, prioritizing value-driven innovation, and synergies.
- Successfully restructured Bühler Barth GmbH, including change management and turnaround efforts.
- Served as a member of the executive committee for the Haas group acquisition.
- Facilitated the integration of machines from different business units, breaking down silos.
- Led the product launch of a key machine (Tornado RSX at Bühler) to maintain market leadership and introduce a dominant design, increasing market share from 40% to 75%.

DR. TOBIAS LOHMÜLLER

PROFESSIONAL DEVELOPMENT

04/19 - present

Hamburg Dresdner Maschinenfabriken GmbH, Dresden (<https://www.h-d-m.com/>)

Head Office is in Dresden.

Provider: Full line for cocoa and chocolate production as well as grain and nut processing units.

CTO / Director R&D and Design (MA)

Staff: Direct reports approx. 20 employees

Reporting: Managing Director

Main Tasks:

- Manage the strategic portfolio of the HDM group.
 - Introduced product management, including a customer service retrofit strategy.
 - Implemented an Innovation and Product Lifecycle (PLC) roadmap.
 - Applied development and quality assurance methods such as "JUST Do IT" and Failure Mode and Effects Analysis (FMEA) to enhance product quality proactively.
- Led internal company improvements.
 - Implemented ATO structure in HDM Dresden from sales to assembly.
 - Standardisation of automation and design.
 - Led change management from a claims-based approach to customer value-oriented service.
 - Participate into the new sourcing strategy.
 - Optimize process landscape.
 - Oversaw the industrial pilot plant.
- Implementation of global R&D activities within the HDM group and PROBAT-Werke von Gimborn Maschinenfabrik GmbH internal company improvements.
 - Setup of strategic key accounts with customer and external research institutes.
 - Patent management of the HDM group.

Main Results:

- Enable more efficient customer interactions through product smart standardization, leading to improved differentiation, quicker responses, and faster production times.
- Launched four new products in the cocoa and chocolate market within two years.
- Successfully acquired the world's largest chocolate manufacturer, Barry Callebaut, as a customer.
- Shifted the focus towards customer orientation.
- Published numerous successful and valuable patents.

Main Achievements:

- ATO structure increased machine production from 7 to 15, resulting in 20% cost savings and reduced delivery times from 7 months to 2 months.
- Achieved improved market recognition, becoming one of the two global players.
- Successfully completed an innovation project with Probat within budget and on schedule (€1.8M).

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11/18 – 03/19

BÜHLER Group, Uzwil, Switzerland (<https://www.buhlergroup.com/>)

Head Office is in Uzwil Swiss. Group has an annual turnover of CHF +/- 3,2 Billions and +/- 2,500 employees at Uzwil, > 8,000 worldwide.

Provider: Machine and plant building for three segments Grain & Food [CHF +/- 1,8 Billions], Advanced Material [CHF +/- 0,7 Billions] and Consumer Foods [CHF +/- 0,8 Billions]

Business Development Consumer Foods (MA for Bühler Barth)

Bühler, Uzwil

Staff: Direct reports approx. 20 employees / Matrix: indirect 150 employees

Budget: direct CHF +/-40M. (Matrix: 4,5 % of TO of Consumer Foods)

Reporting: Head of Consumer Food

Main Tasks:

- Reduction silo structures between various business units (Cocoa/Chocolate/Coffee/Bakery/Moulding).
- Oversaw R&D activities and roadmaps, including budget reports for the business units.
- Initiated strategic development initiatives among multiple business units.
- Engaged in strategic development with the Corporate Technology Department (CTD).
- Developed a five-year planning and consumer food strategy, including an acquisition strategy.

Main Results & Achievements:

- Use Synergies by transferring existing machine technologies from one business unit to others.
- Successfully acquired the Haas group.

Motivation to change jobs:

- My current role had limited influence on product development, which did not align with my personal development objectives.

09/11 – 11/18

Bühler Barth GmbH, Freiberg am Neckar, Germany

Head Office is in Freiberg am Neckar.

Provider: Full line and machine for cocoa production as well as grain and nut processing units.

Head of R&D and Design at Bühler Barth GmbH (MA)

Additional information, departments

Staff: Direct reports to approx. 10 employees

Reporting: Managing Director

Main Tasks:

- Managed innovation pipeline and product lifecycle in construction, automation, and process technology.
- Served on the executive board for strategic development at Bühler Consumer Foods.
- Led strategic marketing efforts.
- Oversaw international construction and industrial pilot facilities in India, Indonesia, and Ivory Coast.
- Established strategic key accounts with customers and external research institutes.

Main Results & Achievements:

- Successful restructure of Bühler Barth. [$> \text{€-5M}$ to $> \text{€+5M}$ EBITA]
- Developed a dominant design for a key machine, achieving a 75% market share.
- Development of a new line concept.

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09/07 – 08/11

Barry Callebaut, Wieze, Belgium

Head Office Zürich Swiss. World largest chocolate manufacture. EBITA CHF +-550M.

Innovation Fermentation Manager

Staff: Direct reports approx. 4 employees (HR: + 5 Ivory Coast, 3 Malaysia)

Budget: CHF 0,9M.

Reporting: CIO

Main Tasks:

- Manager international innovation teams in Africa, Indonesia, and Malaysia.
- Conducted business case analyses for developed innovations.
- Engaged in strategic key account management with customers like Hershey/Mondelez.
- Developed strategic external partnerships with universities in Ghent, Hamburg, and Brussels.
- Served as a member of the clinical research committee, responsible for evaluating and monitoring clinical studies in therapeutic areas.

Main Results & Achievements:

- Implementation controlled fermentation in Africa, Malaysia, and Brazil.
- Developed a polyphenol extract now used in Ruby Chocolate.
- Launched products linked to controlled fermentation, focusing on the gourmet segment.
- Achieved a production volume of over 8,000 kt of controlled fermented cocoa.
- Improved product efficiency in cocoa processing by 15-25% and increased yield by 1-2%.

EDUCATION

2014

**Diploma Master of Bühler Management in collaboration with
Alumnus, Institute for Business Economics (IfB), St. Gallen**

Internal Bühler MBA program

2002/2007

**Universitätsklinikum, Freiburg im Breisgau
Institute of Molecular Medicine and Cell Research**

Degree: Dr. rer. nat, Grade: magna cum laude

2001/2002

University of Applied Science, Mannheim

Master of Science Biotechnology,

Master thesis: "Towards the identification of potential substrates of the lysosomal cysteine peptidase cathepsin L by functional proteome analysis and bioinformatic predictions" Grade: 1

1996/2002

University of Applied Science, Mannheim

Dipl. Ing. Biotechnology (FH),

Diploma thesis: „Optimization of fermentation parameters to improve the methane formation of anaerobic microorganism“ Grade: 1,5

1993/1995

Walther-Rathenau-Vocational School in Freiburg

1991/1993

Vocational School for Physics/Chemistry and Biology in Rheinfelden

1986/1991

Hauptschule Johan-Peter-Hebel in Brombach

DR. TOBIAS LOHMÜLLER

MISCELLANEOUS

Patents and Publications

- Patents: 10 + 5 pending
- Publications: 5 International Science Journal
- National and international lectures on universities and committees: > 20
- Lecture Process Technology for Master Students University Esslingen

Languages

German: native
English: business fluent
French: good

Personal data

born on 07.11.1975 in Lörrach, married, 2 children