

Dr. Friedrich Hedtrich

Professional experience

since 04/2019 **Business Mentor e@UBC**, *University of British Columbia*, Vancouver.

The University of British Columbia (UBC) is a global centre for teaching, learning and research, consistently ranked among the top 20 public universities in the world. Through entrepreneurship@UBC, UBC provides venture creation support that enables UBC innovations to thrive.

- Parallel to parental leave voluntary support for students and young entrepreneurs in developing a sustainable business model
- Coaching and mentoring on various topics such as business plan/strategy, product-market fit, development and composition of team and organization
- Development of a network in the local innovation ecosystem

12/2016 – 08/2019 **Senior Startup Manager / Lead of the start-up accelerator**, *DB mindbox@Deutsche Bahn AG*, Berlin.

The Deutsche Bahn (DB) Group is one of the world's leading mobility and logistics companies with a strong focus on rail transport in Germany. The DB mindbox is the innovation hub of DB and home of the internal start-up accelerator to successfully leveraging external innovations.

- Led and organized start-up accelerator (10 team members) through the complete innovation pipeline
- Increased the amount of yearly graduating start-ups by 100% by standardizing accelerator program and strategy
- Developed a start-up program for business transformation for maintenance and operation in railways incl. relevant networking, marketing, event organization, contracts, market research and selection
- Established and created a network to senior management for project financing and decision support and within the start-up and innovation ecosystem
- Organized and executed project management for real-world proof-of-concept of technology innovations between start-ups and business units of DB, leading to impressive results and achieving an unparalleled 100% success rate
- Initiated and led innovation partnerships with SAP and Google resulting in joint-business-development

05/2012 – 11/2016 **Senior Consultant**, *quo connect management consulting GmbH*, Berlin.

quo connect is a leading management consultancy in the field of maintenance and asset management. In cooperation with our customers, cost, productivity and quality advantages are developed and successfully implemented based on 20 years of consulting experience.

- Repeatedly recognized for top performance through fast-track promotions and selection for high-priority initiatives
- Reduced maintenance costs by 10% and increased availability in the transportation sector for DB AG by executing and implementing project management for optimization projects in maintenance and operation, yielding in improvement
- Co-optimized maintenance of one component cluster resulting in 30 to 40% reduced costs and increased performance
- Analyzed maintenance production data, maintenance and business processes and maintenance service schedules to optimize maintenance resulting in a 10% cost reduction and a significantly better-timed maintenance schedule
- Designed, co-developed prototype and led internal software development and roll-out of business intelligence tool for a unique view of large data sets of maintenance costs leveraging efficient optimization strategies for maintenance
- Co-presented and communicated project ideas to senior management to receive order and confirmation of progress

- 08/2007 – 09/2011 **Research Assistant**, *Institute for Agricultural Economics of the Christian-Albrechts-University, Kiel.*
Christian-Albrechts-University (CAU) was founded back in 1665. Seven Nobel prize winners have worked here. The CAU has been successfully taking part in the Excellence Initiative since 2006.
- Implementation of own research project to predict prices and quantities on agricultural markets
 - Generation of more accurate forecasts through development and management of experimental stock markets, including responsible management of the related IT development by coders
 - Support of chair activities, e.g. independent realization of lectures on price formation on EU agricultural markets (evaluation grade 1.9), supervision of seminar papers and theses
- 04/2010 – 12/2010 **Forecasting project**, *BASF AG, Agricultural Solutions, Limburgerhof.*
BASF AG is the largest chemical producer in the world and creates chemistry for a sustainable future and contributes to the success of their customers in nearly all sectors and almost every country in the world. Their portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions.
- Win BASF AG, Agricultural Solutions, for a test of prediction markets under real-world conditions
 - More successful forecasting of demand for periodically produced products compared to established forecasting methods

Education

- 08/2007 – 11/2011 **Dr. sc. agr. (equiv. PhD Agricultural Economics)**, *Christian-Albrechts-University, Kiel*, Titel: "Prediction Markets as an Instrument for Forecasting Agricultural Markets".
 Forecast of developments on agricultural markets using experimental stock markets
- 10/2002 – 07/2007 **Diplom Volkswirt (equiv. Master of Science Economics)**, *Christian-Albrechts-University, Kiel.*
 International Economics
- 10/2004 – 07/2007 **Bachelor of Science Agricultural Sciences**, *Christian-Albrechts-University, Kiel.*
 Agribusiness and Agricultural Economics

IT and further capabilities

- Presentation Award for best presentation at the GeWiSoLa conference and regular further education in presentation and workshop design
- Communication Excellent communication and presentation skills adapted to the audience up to top management
- MS Office Excellent knowledge of MS Office products including macro programming (VBA)
- Programming Knowledge of coding in VBA and basic knowledge of web and software development
- Data analytics Strong skills in data analytics and visualization including a theoretical background in statistics and econometrics and use of relevant software (e.g. SQL, R, MATLAB, Tableau, Qlik) and further education in machine learning

Language skills

- German native
- Englisch fluent both written and spoken
- French basic