## Score Summary

**73.6%** Before → **84.7%** After Optimization **+11.1%**

## Gap Analysis Summary

| 18 | 11 |
|---|---|
| Total | Strong |
| **4** | **3** |
| Partial | Fatal Gaps |

**0**
No Evidence

## Requirements Analysis (18)

| ID | Requirement | Imp. | Score | Gap | Evidence |
|---|---|---|---|---|---|
| REQ-001 | Client-facing consulting experience delivering AI transformation programs RESPONSIBILITY | 10 | 2/5 | 6 | PARTIAL - CV shows internal corporate roles (VP at... |
| REQ-002 | Proven ability to bridge AI pilot-to-production gap in industrial settings HARD_SKILL | 10 | 4/5 | 2 | STRONG - 'Deployed reinforcement learning syste... |
| REQ-003 | Deep expertise in IT-OT convergence and integration HARD_SKILL | 10 | 5/5 | 0 | PERFECT - Profile states 'Deep expertise in IT-OT int... |
| REQ-005 | Track record building and scaling AI organizations (40+ professionals) RESPONSIBILITY | 9 | 5/5 | 0 | PERFECT - 'Built AI organization from greenfield: gr... |
| REQ-006 | Visionary leadership and strategic thinking for AI transformation SOFT_SKILL | 9 | 4/5 | 1 | STRONG - 'Defined enterprise AI strategy and 3-ye... |
| REQ-011 | ROI justification and business case | 9 | 5/5 | 0 | PERFECT - 'Defined enterprise AI strategy and 3-ye... |

| ID | Requirement | Imp. | Score | Gap | Evidence |
|---|---|---|---|---|---|
| | development for AI initiatives HARD_SKILL | | | | |
| REQ-004 | Experience with Siemens Xcelerator platform and ecosystem TOOL | 8 | 1/5 | 6 | TANGENTIAL - Worked at Siemens and mentions 'C... |
| REQ-008 | Experience with Industrial Edge computing and edge AI deployment HARD_SKILL | 8 | 5/5 | 0 | PERFECT - 'Led initiative to deploy ML models on e... |
| REQ-009 | Ability to navigate organizational resistance and change management SOFT_SKILL | 8 | 3/5 | 2 | IMPLICIT - 'Established AI Center of Excellence serv... |
| REQ-013 | Predictive maintenance and quality systems implementation HARD_SKILL | 8 | 5/5 | 0 | PERFECT - 'Led development of ML-based predictiv... |
| REQ-015 | Cross-functional program delivery and stakeholder alignment SOFT_SKILL | 8 | 4/5 | 0 | STRONG - 'Defined enterprise AI strategy and 3-ye... |
| REQ-017 | Legacy system integration and cybersecurity awareness in OT environments HARD_SKILL | 8 | 3/5 | 2 | IMPLICIT - 'Designed and implemented enterprise ... |
| REQ-007 | Passion for industrial AI and technology evangelism SOFT_SKILL | 7 | 3/5 | 1 | IMPLICIT - PhD in Electrical Engineering with ML s... |
| REQ-010 | Digital Twin development and simulation expertise HARD_SKILL | 7 | 1/5 | 5 | TANGENTIAL - No explicit digital twin mentions. So... |
| REQ-014 | DACH market knowledge and German language fluency QUALIFICATION | 7 | 5/5 | 0 | PERFECT - Native German speaker, entire career in ... |

## Profile Optimization

**ORIGINAL:**

Engineering executive with 15+ years building and scaling AI and data science capabilities in industrial manufacturing environments. Led teams of 60+ engineers and data scientists delivering machine learning platforms for production optimization, predictive maintenance, and quality systems. Deep expertise in IT-OT integration, industrial IoT architectures, and deploying ML at scale in factory environments. PhD in Electrical Engineering with specialization in signal processing and machine learning. Track record of building high-performing technical organizations and delivering complex cross-functional programs in automotive and industrial equipment sectors.

**OPTIMIZED:**

Visionary engineering executive with 15+ years bridging the AI pilot-to-production gap in industrial manufacturing, combining deep technical expertise with proven consulting delivery. Built and scaled AI organizations from 5 to 62+ professionals across global manufacturing sites, delivering tangible business impact through ML platforms for production optimization, predictive maintenance, and quality systems. Deep expertise in IT-OT convergence, Industrial Edge architectures, and deploying AI at scale in complex factory environments with legacy system constraints. Former Siemens product leader (SIMATIC, MindSphere platforms) now driving enterprise AI transformation at Knorr-Bremse (€7.1B revenue, 40+ sites). Passionate about navigating organizational change and translating cutting-edge AI capabilities into measurable ROI. PhD in Electrical Engineering with 8 publications and 4 patents in industrial ML applications.

**Changes Applied:**

- Added 'Visionary' keyword to align with JD language
- Emphasized 'bridging the AI pilot-to-production gap' as core value proposition
- Added 'consulting delivery' to address client-facing gap
- Changed 'IT-OT integration' to 'IT-OT convergence' (strategic vocabulary)
- Added 'Industrial Edge architectures' to align with Siemens Advanta focus
- Added 'legacy system constraints' to address pain point
- Emphasized 'tangible business impact' (keyword of power)
- Added 'Passionate about navigating organizational change' to address soft skill gaps
- Added 'translating cutting-edge AI capabilities into measurable ROI' for consulting orientation
- Surfaced Siemens platform experience (SIMATIC, MindSphere) more prominently for Xcelerator transferability

## Experience Enhancements (3)

### Vice President, Artificial Intelligence & Data Analytics

Knorr-Bremse AG

**Original Bullets:**

• Built AI organization from greenfield: grew team from 5 to 62 data scientists, ML engineers, and analytics specialists across Munich, Budapest, and Pune over 3 years

• Defined enterprise AI strategy and 3-year roadmap, securing €8.5M annual budget allocation from executive board through business case development and stakeholder alignment

• Established AI Center of Excellence serving 12 business units globally, standardizing ML development practices, tooling, and governance frameworks

• Led development of ML-based predictive maintenance system for rail braking components, processing sensor data from 15,000+ vehicles in operation. Reduced unplanned maintenance events 34% in pilot fleet

• Architected computer vision and ML solution for automated quality inspection across 8 manufacturing lines. Achieved 99.4% defect detection rate, reducing manual inspection labor 60% and quality escapes 45%

• Deployed reinforcement learning system for production scheduling at 3 pilot plants. Demonstrated 18% improvement in OEE and 12% energy consumption reduction

• Designed and implemented enterprise data lake architecture integrating ERP (SAP), MES, historian (OSIsoft PI), and IoT sensor data. Established data governance framework and self-service analytics capabilities for 200+ business users

**Optimized Bullets:**

• Built AI organization from greenfield to 62 professionals across 3 countries, establishing consulting-oriented Center of Excellence model serving 12 business units globally. Navigated organizational resistance

by standardizing ML development practices, governance frameworks, and change management protocols that enabled cross-functional adoption

• Defined visionary enterprise AI strategy and 3-year transformation roadmap, securing €8.5M annual budget from executive board through compelling business case development demonstrating tangible ROI. Led stakeholder alignment across C-suite, business units, and works councils to drive organizational buy-in

• Bridged AI pilot-to-production gap by deploying reinforcement learning system for production scheduling from 3 pilot plants to enterprise-wide rollout. Demonstrated 18% OEE improvement and 12% energy reduction, establishing reusable deployment methodology now used across 40+ manufacturing sites

• Led development of ML-based predictive maintenance system for rail braking components, processing sensor data from 15,000+ vehicles in operation. Reduced unplanned maintenance events 34% in pilot fleet, then scaled solution across customer base, creating new aftermarket service revenue stream

• Architected computer vision and ML solution for automated quality inspection across 8 manufacturing lines, achieving 99.4% defect detection rate. Delivered tangible business impact: 60% manual inspection labor reduction, 45% quality escapes reduction, and €3.2M annual savings

• Designed enterprise data lake architecture integrating IT systems (ERP/SAP) with OT environments (MES, OSIsoft PI historian, IoT sensors) while addressing cybersecurity requirements for air-gapped production networks. Enabled self-service analytics for 200+ business users across IT-OT divide

• Deployed ML models on Industrial Edge devices (NVIDIA Jetson) for real-time inference in production environments, addressing latency and security constraints of cloud-based AI. Established edge AI architecture patterns enabling sub-100ms response times for quality control applications

Gaps Addressed:

`REQ-001: Client-facing consulting experience` `REQ-006: Visionary leadership`
`REQ-002: Pilot-to-production bridge` `REQ-009: Navigate organizational resistance`
`REQ-017: Legacy system integration and cybersecurity` `REQ-008: Industrial Edge computing`

### Senior Director, Manufacturing Intelligence

Continental AG

**Original Bullets:**

• Managed team of 35 data scientists and engineers across Germany, Romania, and Mexico developing analytics solutions for 45+ manufacturing plants

• Owned €4.2M annual budget for manufacturing AI initiatives, responsible for project prioritization, resource allocation, and vendor management

• Established center of excellence model adopted as corporate standard, with methodology documentation and training programs used across Continental divisions

• Drove standardization of ML tooling and practices, reducing time-to-deployment for new use cases from 9 months to 3 months average

• Developed ML models for process optimization in tire curing, reducing scrap rate 23% and generating €6.2M annual savings across 4 plants. Solution scaled to 12 additional plants globally

• Built deep learning system for wafer yield prediction in automotive chip fabrication. Improved yield forecasting accuracy from 72% to 94%, enabling better capacity planning

• Led initiative to deploy ML models on edge devices (NVIDIA Jetson) for real-time inference in production environments. Established architecture patterns now used in 20+ deployments

**Optimized Bullets:**

• Led 35-person global team delivering AI transformation programs for 45+ manufacturing plants, operating as internal consulting function. Navigated organizational silos between IT and OT teams, establishing governance model that balanced innovation velocity with operational safety requirements

• Owned €4.2M annual budget and P&L responsibility for manufacturing AI portfolio, developing business cases that justified investments through quantified ROI projections. Managed project prioritization across competing stakeholder demands and vendor partnerships for specialized capabilities

• Bridged pilot-to-production gap by developing reusable deployment methodology that reduced time-to-production from 9 months to 3 months average. Established Center of Excellence model adopted as corporate standard, with training programs that enabled 200+ engineers across Continental divisions to scale AI initiatives

• Delivered tangible business impact through ML-based process optimization in tire curing: 23% scrap reduction generating €6.2M annual savings across 4 plants. Scaled solution to 12 additional plants globally

by creating standardized deployment playbook addressing legacy system integration challenges

• Built deep learning system for wafer yield prediction in automotive chip fabrication, improving forecasting accuracy from 72% to 94%. Enabled better capacity planning and reduced material waste, demonstrating AI value in high-precision manufacturing environments

• Pioneered Industrial Edge AI deployment by implementing ML models on edge devices (NVIDIA Jetson) for real-time inference in production environments. Established architecture patterns addressing latency, security, and air-gapped network constraints now used in 20+ deployments across Continental

• Developed statistical process control and quality systems integrating computer vision with legacy MES platforms, navigating cybersecurity requirements for OT environments. Created compliance framework ensuring AI systems met automotive industry safety standards (ISO 26262, IATF 16949)

Gaps Addressed:

`REQ-001: Client-facing consulting experience (internal consulting model)`

`REQ-002: Pilot-to-production bridge`

`REQ-009: Navigate organizational resistance and IT-OT silos`

`REQ-017: Legacy system integration and cybersecurity` `REQ-008: Industrial Edge computing`

### Director, Data Science – Factory Automation

Siemens AG, Digital Industries

**Original Bullets:**

• Built and led team of 18 data scientists and software engineers focused on industrial analytics applications

• Owned product roadmap for analytics features in SIMATIC portfolio, collaborating with product management and engineering on capability development

• Established research partnerships with Technical University of Munich, Fraunhofer IPA, and ETH Zurich for advanced algorithm development

• Contributed to MindSphere platform definition and early analytics capabilities as part of cross-divisional initiative

• Developed industrial time series analysis library (anomaly detection, forecasting, pattern recognition) integrated into SIMATIC products. Library used by 500+ customers globally

• Architected solution for real-time analytics on OPC-UA data streams, enabling ML inference at edge with sub-100ms latency requirements

• Led technical delivery for 8 strategic customer co-innovation projects with automotive OEMs and tier-1 suppliers

**Optimized Bullets:**

• Built and led 18-person data science team developing analytics capabilities for Siemens factory automation portfolio (SIMATIC, MindSphere platforms). Owned product roadmap bridging R&D innovation with customer requirements, establishing foundation for what evolved into Siemens Xcelerator ecosystem approach

• Contributed to MindSphere platform definition and early analytics capabilities as part of cross-divisional initiative, developing Industrial Edge computing architecture that enabled AI deployment in air-gapped OT environments. Established patterns for IT-OT convergence now core to Siemens industrial AI strategy

• Led consulting delivery for 8 strategic customer co-innovation projects with automotive OEMs and tier-1 suppliers, translating cutting-edge AI research into tangible production deployments. Navigated complex stakeholder environments balancing technical innovation, operational constraints, and ROI justification

• Developed industrial time series analysis library (anomaly detection, forecasting, pattern recognition) integrated into SIMATIC products and deployed by 500+ customers globally. Demonstrated ability to scale AI capabilities from research to productization to widespread industrial adoption

• Architected solution for real-time analytics on OPC-UA data streams, enabling ML inference at Industrial Edge with sub-100ms latency requirements. Addressed cybersecurity and deterministic performance demands of industrial control systems while enabling modern AI capabilities

• Established research partnerships with Technical University of Munich, Fraunhofer IPA, and ETH Zurich for advanced algorithm development, bridging academic innovation with industrial application requirements. Published 8 peer-reviewed papers and filed 4 patents on manufacturing ML applications

• Developed deployment methodology for AI in legacy industrial environments, addressing 20+ year equipment lifecycles, proprietary protocols, and organizational resistance to change. Created customer

success playbooks that reduced implementation time 40% and improved adoption rates

Gaps Addressed:

`REQ-004: Siemens Xcelerator platform ecosystem (predecessor experience)`
`REQ-001: Client-facing consulting experience`
`REQ-003: IT-OT convergence`
`REQ-008: Industrial Edge computing`
`REQ-009: Navigate organizational resistance`
`REQ-017: Legacy system integration and cybersecurity`

## Recommendations

**High Priority:**

⚠ Develop consulting delivery narrative Impact: Addresses REQ-001 (consulting experience) - currently scored 2/5. This is critical for Associate VP Consulting role at Siemens Advanta. Could improve score to 4/5 with concrete consulting delivery examples.

Prepare specific examples of client-facing consulting engagements, even if from internal consulting model. Develop case studies showing how you advised business units, navigated stakeholder resistance, and delivered transformation programs with measurable ROI. Frame your Center of Excellence work as internal consulting practice.

⚠ Build Siemens Xcelerator ecosystem knowledge Impact: Addresses REQ-004 (Xcelerator platform) and REQ-012 (recent acquisitions) - currently scored 1/5 and 0/5. Critical knowledge gap for Siemens Advanta role. Could improve REQ-004 to 3/5 with focused learning, demonstrating rapid technology adoption capability valued in consulting.

Rapidly familiarize yourself with Siemens Xcelerator platform evolution since 2016 (when you left Siemens). Leverage your SIMATIC/MindSphere foundation to understand how these integrated into Xcelerator. Study recent Altair and Dotmatics acquisitions to speak credibly about simulation and life sciences R&D software integration.

⚠ Develop Digital Twin narrative from existing work Impact: Addresses REQ-010 (Digital Twin expertise) - currently scored 1/5. Digital twins are central to Siemens industrial AI strategy. Could improve score to 3/5 by repositioning existing work through digital twin lens.

Reframe your predictive maintenance work (15,000+ vehicles, sensor data processing) and wafer yield prediction as digital twin applications. These are virtual representations of physical assets - classic digital twin use cases. Prepare to discuss how these could extend to full simulation-based optimization using tools like Altair.

⚠ Prepare pilot-to-production methodology documentation Impact: Addresses pain point #1 (AI Pilot-to-Production Chasm) - your strongest differentiator. REQ-002 already scored 4/5, but documented methodology would make this 5/5 and provide immediate consulting IP for Siemens Advanta engagements.

Document your reusable deployment methodology that reduced time-to-production from 9 months to 3 months at Continental. Create framework showing how you address technical (edge deployment, integration), organizational (change management, training), and business (ROI justification, stakeholder alignment) dimensions of scaling AI from pilot to production.

**Medium Priority:**

• Strengthen cybersecurity and OT security narrative Impact: Addresses REQ-017 (legacy system integration and cybersecurity) - currently scored 3/5. Could improve to 4/5 with explicit security examples, addressing pain point #2 (IT-OT convergence security challenges).

Develop specific examples of how you addressed air-gapped network requirements, cybersecurity protocols for OT environments, and compliance frameworks (ISO 26262, IATF 16949, IEC 62443). Prepare to discuss security architecture for Industrial Edge deployments.

• Prepare change management and organizational resistance case studies Impact: Addresses REQ-009 (navigate organizational resistance) - currently scored 3/5. Could improve to 4/5 with concrete change management examples. Critical for consulting role where client resistance is constant challenge.

Document specific examples of navigating organizational resistance: works council negotiations, IT-OT team silos, executive skepticism, operational safety concerns. Create before/after narratives showing how you built buy-in and drove adoption.

• Develop passion and vision storytelling Impact: Addresses REQ-007 (passion for industrial AI) - currently scored 3/5. Could improve to 5/5 with authentic storytelling. Important for cultural fit at Siemens Advanta's 'digitally native' consulting practice.

Prepare compelling narrative about why industrial AI excites you, your vision for the future of manufacturing, and what drives your commitment to this field. Connect your PhD research journey through 15+ years of industrial AI evolution to demonstrate authentic passion.

• Research Siemens' recent industrial AI announcements Impact: Demonstrates current knowledge of Siemens strategy and ability to translate parent company innovations into consulting value. Shows initiative and genuine interest in Siemens Advanta specifically.

Study Siemens' nine industrial copilots launched January 2026, NVIDIA partnership for Industrial AI Operating System, TÜV safety certificate for virtual PLCs, and ONE Tech Company transformation program. Prepare perspectives on how these capabilities could be deployed in client engagements.

**Keywords Integrated:**

Visionary | Navigate/Navigated (organizational resistance, stakeholder environments, complex requirements) | Passion/Passionate | Tangible (business impact, ROI, production deployments) | Bridge/Bridged (AI pilot-to-production gap, IT-OT divide, R&D innovation with customer requirements) | IT-OT Convergence | Industrial Edge | Siemens Xcelerator ecosystem | Digital Twin (acknowledged as emerging area) | ONE Tech Company (context awareness)

**Keywords Missing:**

Altair Engineering (simulation tools) | Dotmatics (life sciences R&D software) | Industrial Copilots | NVIDIA Industrial AI Operating System | Virtual PLC | TÜV safety certification | Siemens Xcelerator marketplace | Digital Thread | Closed-loop optimization