



New Energy & Electro-Mobility

Automotive

Thermal Management
Powertrain
Steering
Chassis

QR-Code
www.thecebo.de
'WHY?'

Non-Automotive

Building Automation
Transportation
Health Care
Aerospace

Digital Transformation

www.thecebo.de

Vision .. Leading **Innovative** **S** Change .. **Mission**



Achim N. Schulz

Executive Consultant;
Entrepreneur; MBA,
MEng., Dipl.-Ing. (FH)

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Making megacities and emerging markets
greener, safer, more connected, vital places
of Living **Sustainably**.

WHERE
are
we
now?

WHY am I doing it?
HOW am I going to do it?
WHAT am I doing about it now?

WHERE do we want to be?

About ACHIM SCHULZ

WORK EXPERIENCES

Since 02/2019	Executive Consultant and Entrepreneur,	THECEBO Consulting
06/2016 - 01/2019	General Manager Asia,	Bühler Motor Group
08/2013 - 06/2016	Sales Director China and MBA,	VAST Automotive Group
08/2011 - 07/2013	Segment Director HDT BRICS,	Eberspächer Group
08/2008 - 06/2011	R&D Project Manager,	MAHLE Group
02/2000 - 07/2008	Project Manager and Engineer,	Hella KGaA Hueck & Co.

EDUCATIONAL EXPERIENCES and LEADERSHIP QUALITIES DEVELOPMENT

Planned for 2025	Exzellenzprogramm für Geschäftsführer,	Frankfurt School of Finance and Management (Germany)
Since 2019	Executive Coaching,	Via former Industry Executives
2013 - 2014	Master of Business Administration,	MBA at Leeds University Business School (United Kingdom)
1995 - 2000	Master of European Engineering,	MEng. at Coventry University (UK) & Dipl.-Ing. (FH) at FH Osnabrück

Values .. GROW and INSPIRE .. Actions



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Vision drives...Leading Innovative S Change...Mission

Defining a strategic method
Sustainably

Where are we now? and Where do we want to be?

Mission Output and Results
Market(s) and Customer(s)
Processes
Employees
Society

ICE, PHEV, BEV, FCV

PHEV

DIGITAL

INFRA

BEV

STRUCTURE

AUTONOMOUS

'New'

'New'

BE Tech - Power/Energy

BE Tech - vs FC Tech - Energy

- 01) Finance & Controlling Management
- 02) Sales Management
- 03) Program Management
- 04) Human Resource Management
- 05) Purchasing Management
- 06) Quality Management
- 07) R&D Management
- 08) Plant Manufacturing Management

THE CEBO MISSION

2020+

8

ORGANIC

6

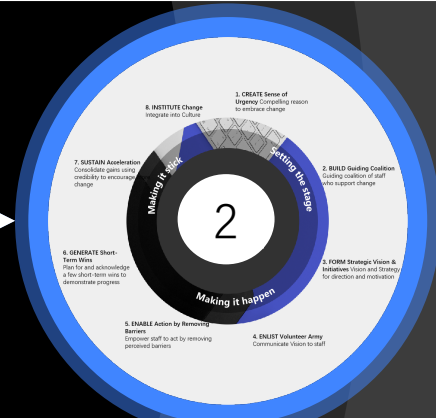
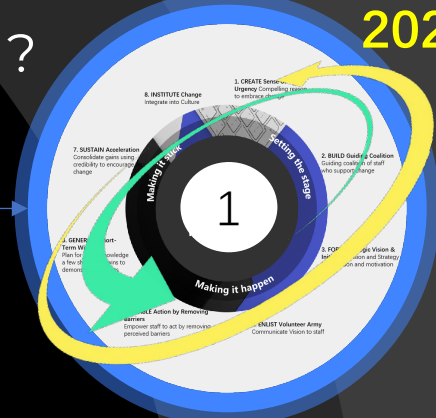
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DEVELOPMENT

GROW
and
INSPIRE

2020+

2024



2020
2024
2030



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CONSULTING on

A) Vision and Strategy	How to create a	...	Vision ?
B) Leadership and Culture	How to integrate	...	Culture?
C) Financial Management	How to ensure	...	Financial Health?
D) Corporate Governance	How to establish	...	Governance?
E) Risk Management	How to control	...	Risk?
F) Operational Efficiency	How to improve	...	Efficiency?
G) Talent Management	How to develop	...	Talent?
H) Customer Focus	How to focus on	...	Customers?
I) Investor Relations	How to connect with	...	Investors?
J) Brand Reputation	How to build a	...	Brand?
K) Innovation and Tech	How to nurture	...	Innovation?
L) Sustainability and CSR	How to achieve	...	Sustainability?
M) Stakeholder Management	How to manage	...	Stakeholders?
N) Merger and Acquisition Management (M&A)	How to acquire	...	Advantages?
O) Continuity and Succession	How to prepare for	...	Succession?



CONSULTING SERVICES

INTERIM MANAGEMENT

EXECUTIVE COACHING

BOARD ADVISOR

IT & MEDIA

9

Development of Strategy and Support in Strategic Change Management.
Execute Leadership and Management Coaching Workshops and Trainings.

42

Publishing and Executive Consulting Services of any kind as long as the Services are within the framework of Services as provided on this page.

Strategy Consulting.

Corporate Finance- and Turnaround Management-Consulting.

Organizational- and Personnel Development Consulting.

44

Quality Management Consulting.

Risk Management Consulting.

41

Technical and Supply Chain (Logistics) Management Consulting.

IT-Consulting.

Development and Implementation of EDP-Programs.

Coaching.

35

Health and Health Care Consulting.

Marketing Consulting. Network Marketing.

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BERATUNGSDIENSTLEISTUNGEN

INTERIM MANAGEMENT

EXECUTIVE COACHING

BOARD ADVISOR

IT & MEDIA

9

Erarbeitung von Handlungsempfehlungen und Mitwirkung bei deren Umsetzung.
Durchführung von Schulungen.

42

Veröffentlichungen sowie Tätigkeiten als Gutachter, soweit diese Tätigkeiten im Zusammenhang mit den hier aufgeführten Tätigkeitsbereichen stehen.

Strategieberatung.

Corporate-Finance- und Turnaround-Management-Beratung.

Organisations- und Entwicklungsberatung.

44

Qualitätskontrollberatung.

Risikomanagementberatung.

Technische und logistische Beratung.

41

IT-Beratung.

Anpassung und Implementierung von EDV-Programmen.

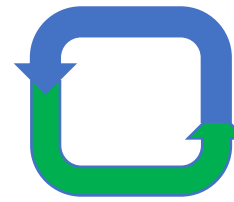
Coaching.

35

Gesundheits- und Sicherheitsberatung.

Marketingberatung. Network Marketing.

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Powertrain Thermal Management Steering 'System Connectivity'



Customer
voice

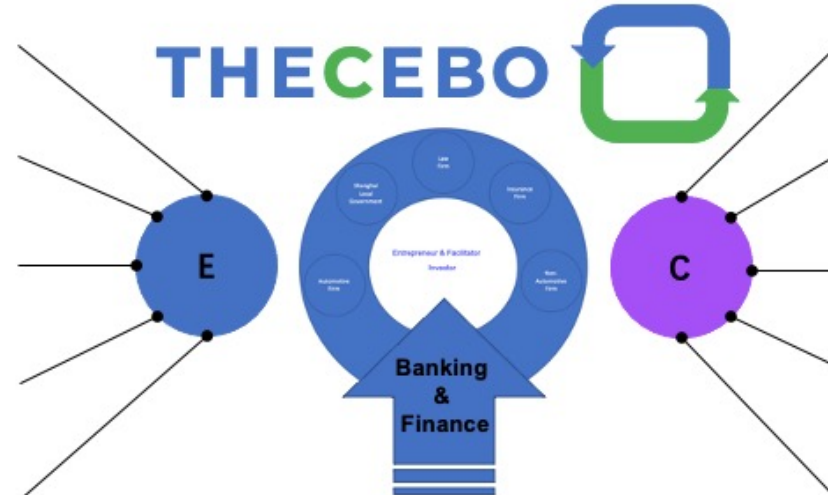
Expert

Inspirer

Navigator

Challenger

THECEBO



Unlocking

Sponsoring

Influencing

Connecting

Improving



Transportation Building Automation Health Care 'Automation'



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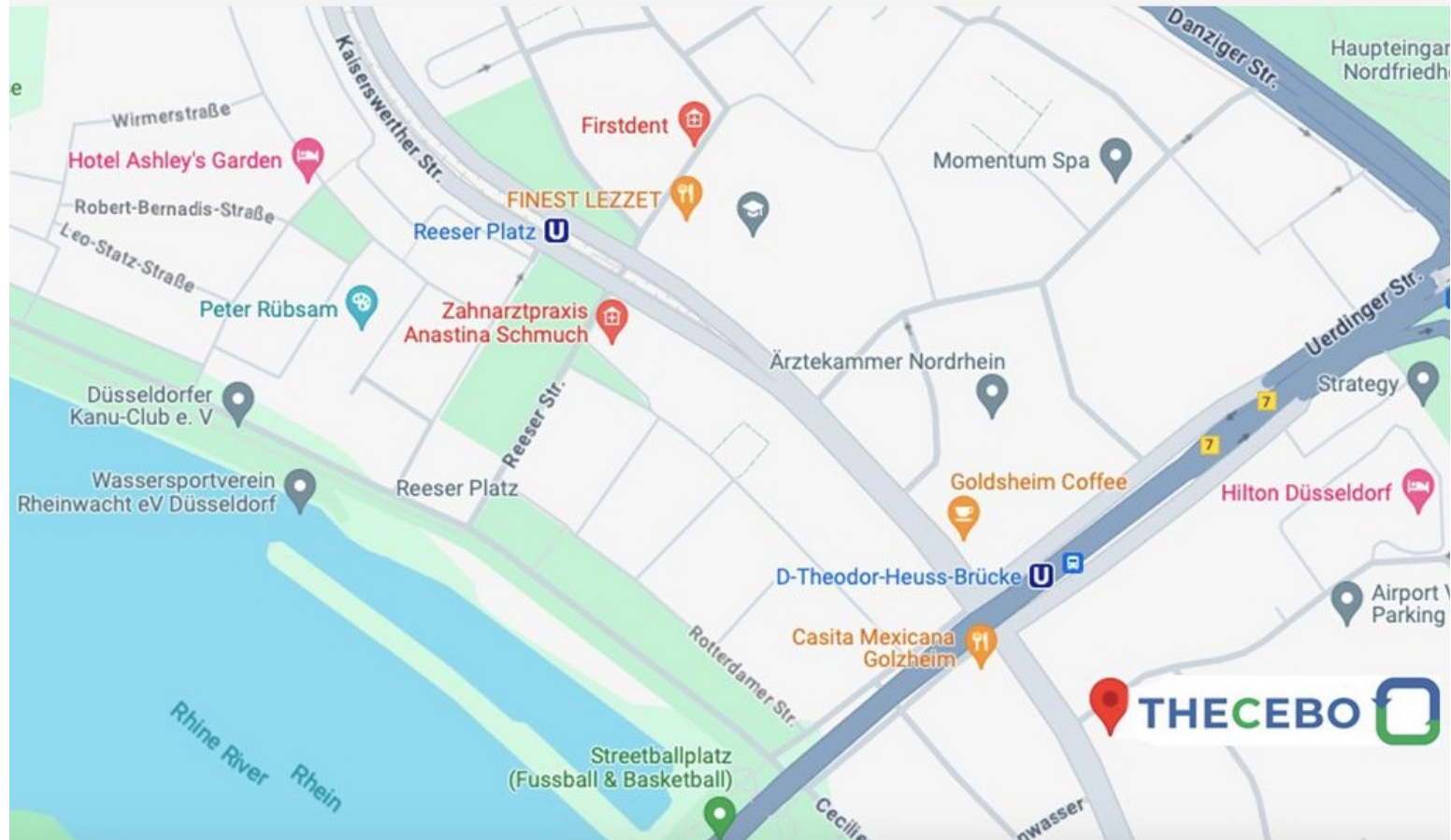
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For our next meeting:

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Für unser nächstes Gespräch:

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Thermal Management
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- Finanzwirtschaftliche Perspektive
- Kundenperspektive
- Interne Prozessperspektive
- Innovationsperspektive
- Lern- und Entwicklungsperspektive

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