



Lars von Varnbüler (geb. Redschlag) – **Manager Business Development**
Dipl.-Ing. Technology Management

Responsibilities at qonqave

- Business Development
 - Market analysis
 - Identification of business opportunities
 - Business modeling and planning
- Key Account Management
 - Sales team coordination
 - Customer leads management
 - Technology and product concepts
- R&D Project Management
 - Early phase project leader
 - Requirements engineering
 - Product planning

Cornerstones of professional experience

2013-2014 noctua consulting GmbH

Technical Director

- Formation of a market position and partners network in south-west Germany
- Development and implementation of R&D and organizational processes for a technology venture
- Project leader & project management consulting & tools development

2010-2013 [bu:st] automotive GmbH

Senior Consultant

- Project leader & project management support for OEM and 1st tier customers
- Development and implementation of program and project management methods & tools