THOMAS KNIELING

DR.-ING., DIPL.-PHYS.

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ABOUT ME

Strategic Technology Consultant with 20+ years of experience in R&D, innovation management, and project execution. Specialized in **microelectronics, CMOS manufacturing, photonics, and sensor systems.** Proven success in **securing public funding** (EU, BMBF, ZIM), **leading interdisciplinary teams**, and translating complex technologies into market-ready solutions. Skilled in stakeholder management, technology transfer, and strategic roadmapping.

SKILLS & COMPETENCIES

- STRATEGIC PROJECT MANAGEMENT (BUDGETS UP TO €5M)
- PUBLIC FUNDING ACQUISITION (EU HORIZON, BMBF, ZIM)
- BUSINESS DEVELOPMENT & INNOVATION STRATEGY
- TECHNOLOGY ROADMAPPING & TRANSFER
- CHANGE MANAGEMENT & PROCESS OPTIMIZATION
- SEMICONDUCTOR PACKAGING, MEMS, OPTICAL SENSORS
- AGILE METHODS, RISK MITIGATION, STAKEHOLDER ALIGNMENT
- TEAM LEADERSHIP (INTERNATIONAL, UP TO 10 MEMBERS)
- WORKSHOP FACILITATION (DESIGN THINKING, SWOT, BUSINESS MODEL CANVAS)

LINKS

Website:
http://www.better-innovation.org/

Linkedin:
www.linkedin.com/in/drtknieli

LANGUAGES

- ENGLISH
- GERMAN
- FRENCH
- SPANISH

HOBBIES

CYCLING, BIKE PACKING, SPORTS/FITNESS, GUITAR PLAYING (SOMETIMES), DANCING TANGO ARGENTINO

COURSES

FORSCHUNGSMANAGER FRAUNHOFER-GESELLSCHAFT

GOOGLE KI BASICS COURSERA

REFERENCES

ROBERT STEAD
Sense Media Group
E: rob@sense-media.com

PROF. ANTON GRABMAIER
Fraunhofer IMS
E: anton.grabmaier@ims.fraunhofer.de

WORK EXPERIENCE

SELF EMPLOYED
Lübeck, Germany / Hybrid/Remote
Apr 2024 - Present

Technical Management Consultant (Freelancer)

- External and interim project management for tech-driven organizations (Quantum Computing, Automotive, Photonics)
- Supporting startups and SMEs in securing funding (success rate >70%)
- Facilitating strategic workshops and implementing decision-making tools
- Conducted market studies and stakeholder interviews

FRAUNHOFER INSTITUT FÜR MIKTOELEKTRONISCHE SCHALTUNGEN UND SYSTEME (IMS)
Duisburg, Germany / Remote
Jan 2023 - Mar 2024

Head of Business Unit "Mobility";

- Created new business opportunities with 20+ SMEs/industry/RTOs
- Managed strategy, budgeting (1–5 years), and team development
- Acquired ~ €1M in public funding and conducted innovation workshops

FRAUNHOFER INSTITUTE FOR SILICON TECHNOLOGY (ISIT)
Itzehoe, Germany / Remote
Feb 2009 - Mar 2024

Management of Science & Research - Various roles

- Managed high-tech projects (Quantum Computing, Optical MEMS) up to €5M
- Led teams (6–10 staff) in optics, sensors, and printed electronics
- Developed MEMS micromirror tech for AR/VR, LiDAR, and medical sensors
- Headed wearable tech projects (sensor insoles, lactate sensor, Monishirt)
- Acquired and led customer projects (~€500k/year)
- Convenor WG5, TC119 – Led international expert group on printed electronics standards

TRIOPTICS GMBH
Wedel, Germany
Jul 2008 - Dec 2008

Project manager

- Oversaw product testing and qualification in optics, Product management, Product testing and qualification

CAMPUS MICRO TECHNOLOGIES GMBH
Bremen, Germany
Jan 2005 - Jan 2006

Consultant / project manager

- Managed early-stage tech projects, MEMS design, maunfacturing & Testing

FRAUNHOFER IPMS
Dresden
Feb 2006 - Jun 2008

Project manager and research assistant

- Led MEMS/MOEMS testing lab and early-stage tech projects

UNIVERSITY OF BREMEN
Bremen, Germany
Apr 2001 - Jan 2006

Research Associate and Project Manager

- Led Optical MEMS design and manufacturing, prepared PhD thesis

THE MAX PLANCK INSTITUT FÜR STRÖMUNGSFORSCHUNG (PROF. TÖNNIES) (MPISF)
Göttingen, Germany
Dec 2000 - Mar 2001

Research Associate

- Conducted fundamental physics research (Diploma thesis)

EDUCATION

UNIVERSITY OF BREMEN
Bremen/Dresden, Germany
2007

PhD in the field of electrical engineering

- **PhD in Electrical Engineering**, University of Bremen – *magna cum laude (1.0)*

UNIVERSITY GÖTTINGEN, MAX-PLANCK INSTITUT FÜR STRÖMUNGSFORSCHUNG
Göttingen, Germany
2001

Diplom (physics)

- **Diploma in Physics** – University of Göttingen / Max Planck Institute (Grade: 2.0)