

Dr.-Ing. Stefan Bohrer

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Professional Experience

- | | |
|------------------------------|---|
| 10/2021 – Today
Eindhoven | Signify GmbH <i>Global Product Manager, Public</i> <ul style="list-style-type: none">▪ Interact Ready partner program certification (> 100 certified partners)▪ Interact City API portfolio management (>150 projects globally)▪ Interact TALQ smart city solutions (>500k connected streetlights)▪ Signify Interact and Trellex CMS (central management system)▪ Interact IOT device management platform (>4.3 million IOT devices)▪ Responsible for Interact Developer Portal (API), section Public▪ CityTouch software lifecycle management▪ Change control boards for all software solutions (PR/CR)▪ Global public tender focus team in streetlighting |
| 08/2018 – 09/2021
Aachen | Signify GmbH <i>Global Product Manager, Application Software</i> <ul style="list-style-type: none">▪ Interact City streetlighting management platform connecting >3500 cities▪ Interact City API portfolio management (7 CITY API categories)▪ CityTouch software lifecycle management▪ Lifecycle management Interact Developer Portal for API integration partners▪ Change control boards for all software solutions (PR/CR) |
| 07/2012 – 07/2018
Aachen | Philips CityTouch GmbH <i>Product Manager Workflow Solutions</i> <ul style="list-style-type: none">▪ Global PM CityTouch street lighting management software platform (in 2018 >2mio connected streetlights)▪ Development & go-to-market for streetlighting workflow management▪ End-2-end streetlighting workflow management system deployed with major clients in Europe (France, Germany, Belgium, Netherlands)▪ CityTouch platform lifecycle management▪ Supporting key partner network in Philips market organisations |
| 04/2009 – 06/2012
Aachen | Philips Technologie GmbH <i>Director Business Development</i> <ul style="list-style-type: none">▪ Ideation and Value Proposition house for IOT streetlighting service across Europe (incl. customer validation)▪ Established Software as a Service (SaaS) business model for street lighting management using AWS cloud infrastructure▪ CityTouch IOT streetlighting system with global reach based on 2G and 4G cellular connectivity (in 2012 >100k connected streetlights)▪ International account manager for public lighting clients (>50 international customers) |

CV – Stefan Bohrer

- 01/2007 – 03/2009
Eindhoven
- Philips 3D Solutions** | *Product Manager Content Engineering*
- Managing Philips 3D Content Creation Tools & WOWvx Web Portal
 - Established WOWvx 3D video interface standard as part of BluRay format
 - Software service solution creating autostereoscopic 3D content
 - 2D to 3D video conversion software suite Philips BlueBox in cooperation with leading 3D content partners in Hollywood
 - Building WOWvx community platform for 3D solutions partners
 - 3D Technology partner management in Digital Signage space on global basis
- 01/2006 – 12/2006
Aachen
- Philips Home Dialogue Systems** | *Business Planner*
- Business Plan & Strategy responsibility for „DIMI Smart Companion“, who is able to speak and understand voice commands as well as recognize faces and gestures
 - Alliance Manager for DIMI smart home companion Solution Partners
 - Driving proof of concepts for DIMI smart home applications in elderly care solutions (USA pilot in Cincinnati with elderly care organization)
 - Go-to-market strategy development with business partner WowWee in Hong-kong
- 02/2003 – 12/2005
Gent
- Nuance Communications, Inc.** | *Product Marketing Manager Text-to-Speech*
- Global product marketing for RealSpeak Text-to-Speech portfolio (TTS for Telephony applications for banks and insurances)
 - Heading Nuance Custom Voice program - custom TTS voices for insurances and banks
 - Nuance/ScanSoft “OneCompany” award (April 2004) for Best company employee of the quarter
- 09/2000 – 01/2003
Aachen
- Philips Speech Processing** | *Product Manager Telephony Speech Solutions*
- Managed Philips telephony speech engine SpeechPearl product portfolio as software solution for telephony-based speech recognition with mobile telecommunications operators
 - Technical account management in telecommunications arena (Sprint, AT&T, France Telecom, SFR, Vodafone)
 - Sales support and pre-sales activities
- 08/1999 – 08/2000
Cambridge, MA
- Philips Speech Processing** | *Site Manager Cambridge office*
- Management team Philips Speech Processing Americas
 - 15 direct reports in Cambridge site
 - Software migration of PureSpeech ASR engine into Philips SpeechPearl
 - Key account management for leading speech platform providers (Deutsche Bahn, Swiss Railway, SFR, France Telecom)
 - Lifecycle management of SpeechMania and SpeechPearl natural speech recognition platforms product range
- 01/1996 – 07/1999
Aachen
- Philips Speech Processing** | *Senior Project Manager*
- Deployed natural dialogue applications in major accounts
 - Responsibility for France and Benelux (France Telecom, SFR, Belgacom)
 - Voice portal projects across Europe with telecom operators (Omnitel 2000 Vodafone, France Telecom, Deutsche Bahn, Swiss railway, Belgacom)

CV – Stefan Bohrer

- 10/1992 – 12/1995
Bochum **C-VIS Computer Vision und Automation GmbH** | *Founder/Managing Director*
- Hired and managed staff of 7 engineers
 - Managing industry projects in visual quality inspection
 - >10 quality inspection projects with German companies in paper production
 - Contract research with major car manufacturers (OEM Mercedes-Benz)
- 08/1989 – 12/1995
Bochum **Ruhr-University** | *Research staff member*
- Visual obstacle detection research on automotive cars with German car manufacturer OEMs Mercedes-Benz, BMW.
 - Integrated visual obstacle detection solution based on stereoscopic camera setup into Mercedes-Benz S-class company research vehicle

Education

- 12/1993
Bochum **Ruhr-University Bochum** | *Dissertation (Dr.-Ing.)*
- PhD thesis on visual obstacle detection by evaluation of optical flow in inverse-perspective scenes for an autonomous mobile robot, Ruhr-University Bochum, Germany, (Prof. W. von Seelen)
- 09/1991 – 12/1991
Sophia Antipolis **INRIA** | *Research visit*
- Visiting scientist at Institut National de Recherche en Informatique et en Automatique (INRIA), Sophia-Antipolis, France, (Professor O.D. Faugeras).
 - Published research paper on Computer Vision based Obstacle detection
- 03/1988 – 03/1989
Mainz **Johannes-Gutenberg University Mainz** | *full-time research staff member*
- Doctoral student at institute for Biophysics. Thesis on neural architecture principles for visual obstacle detection
- 10/1981 – 03/1988
Mainz **Technical University Darmstadt** | *Dipl.-Ing. diploma, Electrical Engineering*
- Studies of Electrical and Control Engineering
 - Diploma (master) thesis on modeling and investigation of different control strategies in Penicillin fermentation processes

Training Courses

- 10/2019 Management Bootcamp, Den Bosch, NL
- 20xx over the years various training courses (e.g. value proposition creation)
- 09/1999 - 06/2000 “Philips Leadership Academy”, executive program, Vienna, Boston, Dallas
- 1999 - 2002 Advisor for “The Councils of Advisors”, Gerson Lehrman Group, New York

Publications

- 1995 ▪ Werner Von Seelen, Stefan Bohrer, Jörg Kopecz & Wolfgang M. Theimer: A neural architecture for visual information processing. International Journal of Computer Vision, Springer.
- 1993 ▪ Bohrer, S. 1993. Visual Obstacle Avoidance Using Optic Flow and the Inverse Perspective Mapping. Dissertation, Ruhr-Universität Bochum (in German), Bochum.
 - Bohrer, S., Bülthoff, H.H., and Mallot, H.A. 1990. Adaptation of a Parallel Correlation-based Optical Flow Scheme. In INNC-90, Paris, IEEE.
- 1991 ▪ Bohrer, S., Lütgendorf, A., and Mempel, M. 1991. Using Inverse Perspective Mapping as a Basis for two Concurrent Obstacle Avoidance Schemes. In ICANN-91, Helsinki, Elsevier, North Holland.

Competencies

- Experience
 - 20+ years experience in B2B solutions
 - Proven track record in launching and sustaining software business solutions
 - Proven track record in collaborating with remotely distributed R&D teams
 - IOT platform evolution for connected streetlights in public lighting
 - Product marketing with solution market introduction on global basis
 - Technology & Product lifecycle management
 - Public lighting solutions, including public tenders
 - Portfolio management of B2B IOT streetlighting system (>4 mio IOT devices)
 - Full end-to-end B2B solution approach from ideation to solutions
 - Technical account management of major accounts such as Fluvius, SPW, etc.
 - Training and workflow certification of more than 100 external partners
 - Managed API integration projects with City platforms
 - Managed complex software integration projects (e.g. TALQ CMS)
 - Software roadmapping and prioritization process
 - Software as a Service (SaaS) solutions
 - Speech and Vision Solutions
- Technical skills
 - Value proposition canvas for software platform solutions
 - Exploring and transforming customer insights into business epics & features
 - Integral requirements management process
 - RESTful API architecture expertise
 - SAFe Agile development framework process
 - Data Analytics projects in public asset data and sensor data
 - Software as Service (SaaS) & software architecture expertise
- People management
 - 20+ years working with multi-site international cross-functional teams
 - Internal, (research, R&D and market business) and external customers
 - Managed staff of 15 direct reports in product- and site management
- International
 - 20+ years global solution and product ownership
 - Expatriate assignment in USA
- Industry consortium
 - Contributing member of TALQ Smart City standard

Interdisciplinary Competencies

Languages German (native), English (fluent), French (fluent), Dutch (basic)

Tooling Jira, Confluence, Figma, Grafana, MS Office

- Soft skills ▪ 'Customer First' – customer centricity and service orientation
 ▪ 'Greater Together' – passionate team player
 ▪ 'Passionate for Results' – proactive result-oriented way of working
 ▪ 'Game Changer' – innovative, out-of-the-box thing
 ▪ Stakeholder management
 ▪ Intercultural, international competence and awareness
 ▪ Collaboration in multi-functional remote teams

Interests

Hobbies Traveling, nature photography, astronomy

Activities Local community support, handball youth support