



Fernando Tortosa

Key Account Manager

Agile, resolute professional with 15+ years of international management experience in Aerospace, Automotive and Real-Time. Build a record of success in building customer relationships and managing expectations, proved by the successful programs accounting for more than 6M€. Deep interest in continuous self-development and new technologies in the area of Cloud, IoT, AI and Deep Learning. Ultratrail-Runner.

Location: Munich, Germany

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Website: <https://fernando-tortosa.com>

AREAS OF EXPERTISE

- International Program Management
- Performance Analysis
- Integrated Logistics Support
- Supply Change
- Customer Relationships
- Reflective Practitioner
- Aerospace and Military Industry
- Systems Engineering
- Software Development
- Software Integration
- Cloud Services
- IoT
- HIL
- SIL
- Simulation
- AI

WORK EXPERIENCE

Rheinmetall MAN Military Vehicles GmbH – Key Account Manager / Program Manager

since February 2015

- Developed After Sales concepts for customers Scandinavia, and leading the negotiations of service contracts. Defined governance models and operating frameworks with all stakeholders.
- Building and leading the team accountable for implementing service contracts.
- Managing multi-disciplinary projects securing time and budget restrictions, handling risks, personnel and planning and setting priorities whilst managing customer expectations.
- Reporting status of programs and business opportunities to executive levels.

Premium Aerotec GmbH / IDEA Consulting – Program Manager

June 2013 - January 2015

- Delivery of A350 Pax Floor and Die Forgings under time, cost and quality requirements.
- Performing ramp-up analysis, assessing risks, critical paths, root causes and identifying deviations.
- Maintaining data validity, integration and communication by working closely with the finance, engineering, program management and customer.

Concurrent Computer GmbH – Senior Analyst

March 2011 – May 2013

- Leading Engineering, Technology, Consultancy and Customer Support for North & East Europe
- Simulation expert on HIL and SIL in the areas of testing, data acquisition and process control.
- Performing Sales Engineering and developing new Business through establishment of Partnerships.
- Reporting to Concurrent GmbH CEO.

EADS / Cassidian – Training and Technical Publications Manager

September 2005 – February 2011

- Leading an international team of 15 ILS Programme Managers with the aim to deliver Training and Tech Pubs for Eurofighter Simulator.
- Developed Performance Analysis, RM&T Analysis and definition of MTBF and MTTR metrics.
- Define and prepare International procedures based on FMECA and MIL-Standards.
- Acting as PoC for Customers and Partners towards achieving balance of stakeholder's interests
- Reporting to Head of EF ILS Programme Manager.

EDUCATION

Executive Master in Artificial Intelligence, 2021-2022

Instituto de Inteligencia Artificial, Valencia, SP

Executive MBA (AMBA, AACSB, EQUIS), 2008-2011

Open University Business School, Milton Keynes, UK

Engineering in Computer Science, 1997-2002

University Autónoma de Madrid

LANGUAGES

Spanish (native)

English (Proficiency)

German (Proficiency)

Italian (Medium level)

Chinese (Basic)