

LEO SAMUEL HARLING

Strategy & operations in aerospace, space & defence

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Professional Experience

Strategy& – Corporate & Business Strategy Team since 09/2024

Associate, Strategy Consulting (Technology Strategy/ Aerospace, Space & Defence) Berlin, Germany

- Enabled executive decision-making by synthesizing commercial, technical and organizational inputs into recommendations
- Coordinated projects across business, engineering and IT teams in regulated, mission-critical environments
- Built a tool to monitor engine supply chains for an aerospace OEM, improving bottleneck visibility and delivery readiness
- Designed a DevSecOps process for a defence agency, accelerating software delivery and embedding security by design
- Drove space sector business development and partnership work, engaging New Space startups and shaping joint initiatives

Enpal – CGO Office 04/2024 – 06/2024

Intern, Venture Development Berlin, Germany

- Scaled up the field sales business unit by building a lead steering algorithm for field process automation
- Supported growth initiatives in the CGO Office, including sales funnel optimization and commercial performance tracking

Strategy& – Corporate & Business Strategy Team 10/2022 – 12/2022

Intern, Strategy Consulting Frankfurt, Germany

- Supported the design of an operating model for a leading insurer, enabling monitoring and reporting in a sales cooperation
- Built a multi-framework compliance register for a European cloud provider, improving audit readiness

Oddo BHF – COO Corporates & Markets Office 10/2021 – 12/2021

Intern, Project Management Frankfurt, Germany

- Conducted company and market analyses and prepared product materials for a new startup financing initiative
- Optimized processes across the COO Office and Corporate & Investment Banking interfaces

Academic Record

Technical University Darmstadt 04/2021 – 03/2024

M.Sc. Business Administration and Electrical Engineering/Information Technology Darmstadt, Germany

- Master thesis: A Comparative View on Exit Options Choice for VC-Backed Startups (1.0)
- Focus on finance, entrepreneurship, machine learning and automation technology, grade: 1.5

Universidad Politecnica de Valencia 02/2023 – 06/2023

Semester abroad, Industrial Engineering Valencia, Spain

University of California, Berkeley 01/2022 – 05/2022

Semester abroad, Business Administration and Electrical Engineering Berkeley, United States

Technical University Darmstadt 10/2017 – 04/2021

B.Sc. Business Administration and Electrical Engineering/Information Technology Darmstadt, Germany

- Bachelor thesis: SPACs Are Back! – On the Characteristics and Performance of Recent SPAC IPOs (1.0)
- Technical specialization: automation systems, grade: 2.1 (top 15% of graduates)

Freiherr-vom-Stein-Schule 08/2009 – 06/2017

Abitur, intensive courses: maths and physics, grade 1.4 Frankfurt, Germany

Voluntary Work

TEDxTUDarmstadt e.V. – Marketing and Finance Department 11/2021 – 01/2023

Chief Marketing & Finance Officer and Treasurer Darmstadt, Germany

- Led sponsorships, marketing and ticket sales for TEDx conference at ESA Space Operations Centre
- Built partnerships and secured funding to host 250+ attendees and 10 international speakers

Additional Information

Selected Focus Areas: Business development in the New Space ecosystem; public procurement and stakeholder management; scaling processes, decision cadence and execution

Scholarships/ Awards: Deutschlandstipendium (2023), ERASMUS+ scholarship (2023), DAAD PROMOS scholarship (2022), e-fellows scholarship (2022), Abitur award in Physics (2017)

Office Applications: Microsoft Excel, PowerPoint, Word, Visio

Other Tools: Claude Code, Cursor, VS Code, Bloomberg, Pitchbook

Languages: German (Native), English (C2, IELTS: 8.0), Spanish (B1)

Hobbies/ Interests: Padel, skiing, aerial photography