

Julian Adam

INSEAD MiM, graduating January 2027 · strategy & corporate development, DACH
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EXPERIENCE

Intern, Venture Development

Jul–Nov 2026

Enpal · Berlin, Germany

- Operations analytics on the grid-connection process for residential solar.
- Built reporting on the grid-connection pipeline.

Strategy Consultant

Jan–Feb 2026

Emerald Consulting (INSEAD pro bono) · Fontainebleau, France
INSEAD's student-run pro bono consulting programme

- Market landscape analysis and competitive benchmarking for a GenAI voice-agent startup, identifying high-value entry points in English-speaking markets.
- Go-to-market strategy for US and UK expansion: target segments, channel priorities and positioning, presented to the founders.

Group Associate Data Scientist

Feb–Jun 2025

Octapharma · Vienna, Austria

- Identified production inefficiencies through data analysis, contributing to an ML-driven initiative projected to reduce human plasma waste by more than 1%: €1mn+ in projected annual savings.
- Redesigned the recurring monthly reporting pipeline, cutting turnaround from over four hours to under ten minutes.

Business Consulting Intern

Aug–Dec 2023

Siemens · Singapore

- Drove adoption of a global digitalisation initiative eliminating paper-based workflows across 82 countries, coordinating cross-regional stakeholders.
- Authored and delivered an IT Board-level presentation on synergies from re-using and scaling IT solutions across Asia, Africa, Australia and the Middle East.
- Developed the business case for a Microsoft HoloLens deployment in Smart Infrastructure, presented to senior management.

Project Lead, Digital Transformation

Dec 2022–Apr 2023

SRH Heidelberg, City Building Authority project · Heidelberg, Germany
University project for the municipal building authority

- Led a team-based transformation of municipal permit approval processes, delivering a 10% reduction in processing delays.
- Identified root causes of inefficiency in legacy systems and presented findings and recommendations to local government stakeholders.

EDUCATION

Master in Management, Class of 2027

2025–2027

INSEAD · France / Singapore / San Francisco

Bachelor in Information Systems

2021–2024

SRH Heidelberg · Heidelberg, Germany

Business Informatics, dual study (not completed)

2020–2021

DHBW Mannheim · Mannheim, Germany

LANGUAGES AND TOOLS

Languages German (native) · English (fluent) · French (basic)

Tools Python, SQL · Tableau, Power BI