ALPHA TWIN
CONSULTING



Dr. Matthias Dünckelmeyer (Dipl.-Ing.)

Founder Alpha Twin Consulting | Finance and transformation for Mittelstand and Corporates

BASE	EXPERIENCE	CONTACT	LANGUAGES	ROLE
Munich	20+ years	duenckelmeyer@alphatwin-consulting.com	DE / EN	Partner / Consultant

Profile snapshot. Senior finance and transformation expert combining BMW Group leadership experience in controlling, treasury, risk management, China operations and cost engineering with fact-based advisory for Mittelstand companies and corporates.

WHERE WE SUPPORT CLIENTS

Finance transparency	management cockpit, KPI logic, margin and cash bridges
Treasury & liquidity	cash-flow planning, FX and commodity risk management, banking interfaces, interest rate steering and risk management, funding concepts, payment governance, bank account management
Controlling redesign	budgeting, forecasting, performance routines, gap-closing playbooks, cost engineering
Structural change	finance operating model, accountability map, decision architecture, efficiency maps
Business scope	portfolio logic, commercial steering, ownership-ready narratives
Accounting & controls	entity governance, ICS orientation, process resilience
IT systems	SAP- and finance-related IT landscape and processes, reporting logic, scalable data flows

ADVISOR VALUE PROPOSITION

- Sparring partner for owners, CFOs and finance leads.
- Translates complexity into board-ready decisions.
- Connects finance, operations, IT, banks and accounting.
- Combines analytical depth with implementation discipline.

OPERATING MODEL

01 Diagnostic fact base

02 Target picture and governance logic

03 Finance roadmap and quick wins

04 Implementation cadence and follow-up

MY SELECTED WORKING EXPERTISE FOUNDATION

- **Americas market controlling**: sales steering, budget, forecast, revenue, cost, headcount and capex steering for major international markets.
- **International bank relationship**: back- and mid-office leadership, funding topics, SAP payment concept, bank management
- **Group treasury**: commodity and interest-rate hedging, market-risk transparency, decision support for senior management.
- **Cost engineering**: technical-commercial cost breakdowns, supplier negotiations and fact-based transparency on cost drivers.

CREDENTIALS

- Dipl.-Ing., Aerospace Engineer, TU München.
- Dr.-Ing., TU München, high distinction.
- Leadership roles in Munich and Beijing across finance and treasury.
- SAP S/4HANA, SAC, Wallstreet Suite, Python / VBA.
- 10 patents and many scientific publications / conferences.

WE UNDERSTAND YOUR BUSINESS, MITTELSTAND CHALLENGE PATTERNS

Cash and liquidity pressure Short-cycle cash visibility, banking dialogue, funding requirements and payment discipline.	**Opaque performance steering** Controlling cockpit, KPI tree, margin waterfall and recurring management rhythm.	**Post-change finance instability** Stabilize structures after growth, carve-out, restructuring, ERP change or transition.
Process and system friction Clarify finance process ownership, SAP data flows, reporting logic and handover points.	**CFO agenda overload** Prioritize the finance backlog and convert topics into decision-ready work packages.	**Commercial scope questions** Make business-scope, portfolio and pricing logic transparent for owner-level decisions.

01 Diagnostic sprint	02 Advisor retainer	03 Implementation office
2-4 weeks to establish facts, root causes and decision options.	Recurring CFO / owner sparring with targeted work packages.	Hands-on governance, issue tracking and senior stakeholder alignment.

SCOPE: CFO sparring | treasury setup | controlling redesign | structural adjustments | post-change stabilization | finance process and system governance