

Tobias Salbaum

Deep-Tech Advisor · Funding, Product & Venture Strategy

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Two-time founder-CEO offering advisory and fractional support to ambitious hardware teams. I help turn deep-tech into fundable, launchable ventures: public-funding strategy, product and go-to-market, technical storytelling, and the operational backbone early hardware companies need.

2×

ventures built

€700k+

public funding won

5+

grant programs

40 kW

controller launched

Patent

co-developed

IAA 2021

public prototype

EXPERIENCE

Neomium GmbH

2022-2026

Co-founder & CEO · Munich region

- › Secured **€665k public funding** ([ESA BIC](#), [DBU Green Startup](#), [Bavarian HAMl](#)); proposals and reporting led personally.
- › Built the **CÆSIUM® Cs40** launch: positioning, sales material, documentation and an online shop.
- › Led product, go-to-market and early customer conversations across LEVs, marine, robotics and electric aviation.
- › Built CE/compliance documentation, manuals and ERP/process systems for a real hardware company.

Atlas Aero GmbH

2019-2022

Co-founder & CEO · Munich

- › Took an aerospace concept to a full-scale prototype premiere at **IAA Mobility 2021**, with the funding and pitch narrative behind it.
- › Incubated via [ESA BIC Bavaria](#), [EIT Urban Mobility](#) and [GALACTICA](#); built investor material and public presence.
- › Organized exhibitions and investor presentations across Europe.

FOUNDATION

FAU Erlangen-Nuremberg: M.Sc. Sustainable Chemical Engineering (GPA 1.1) and a [peer-reviewed publication in J. Mater. Chem. A](#).

adidas: [IT internship building a VBA/MS Access database](#).

SCHLENK: chemical-lab apprenticeship and effect-pigment R&D.

LINKS

[Portfolio CV](#) · [LinkedIn](#) · salbaum.com

HOW I HELP

Public-funding strategy & applications
Product positioning & go-to-market
Technical storytelling & pitch
Hardware ops, compliance & docs

ENGAGEMENT

Fractional / part-time
Advisory & board roles
Project-based sprints

EDUCATION

[M.Sc. Sustainable Chemical Eng., FAU](#)
[Exchange semester, QUT Brisbane](#)
B.Sc. Chemical Eng., FAU

TOOLS

Adobe CC · ERPNext · VBA
SolidWorks / HSMWorks · Aspen Plus

LANGUAGES

German (native) · English (C2)