



Andreas Lütkes

Brief Biography

Andreas Luetkes, currently acting as Executive Vice President and Member of the Executive Board of the Business Group Electronics at HELLA and responsible for Automotive Sales since May 2018. When he joined HELLA end of 2014, he was responsible for the Global Key Account Management for BMW Group at HELLA located in Munich and partially also leading the China Sales Organization in combination of tasks.

From 2012-2014 he held a number of Leadership positions in Purchasing at MAN Truck and Bus within Powertrain and Electronics. During this time he got a very deep look into the global VW organization while being responsible for a cooperation project with Scania and several integration activities of MAN into the VW group.

Between 2003 and 2012 he was working for Webasto Roof and Components, a leading tier-one supplier of roof systems and thermal applications the automotive industry. In total he was working almost 10 years for Webasto and held a number of different purchasing positions in this time, at last being globally responsible as Director Purchasing Electrical Components.

With this track record, Andreas Luetkes is one of very few people who have worked on the two sides of the negotiation table: In his case, a bit more than 10 years in Purchasing and a bit less than 10 years in Sales.