



IVAN MIHAYLOV

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PERSONAL INFORMATION

- Nationality: Bulgarian
- Age: 42

SKILLS SUMMARY

- General and operations management of large organizations, with focus on P&L, engineering efficiency, organisational set up and performance, quality, risk management, business continuity, public relations.
- Functional management – IT, Finance and controlling, HR & Safety, Purchasing, Quality.
- Technology transfer, digital transformation, engineering management, technology integration.
- Business process design and improvement, service management.
- People management, coaching, diverse teams leadership, people development, cross functional teams and multinational collaboration, change management.
- Program, product and project management.

EDUCATION AND TRAINING

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| 2012 -2013 | The Red McCombs School of Business, University of Texas at Austin, USA EMBA, Technology commercialization (MSTC) Advanced MBA program with focus on technology commercialization and technology transfer, product management, investments, strategies, mergers and acquisitions, start-ups and scale-ups. |
| 2002 – 2004 | St. Kliment Ohridski University- Sofia, Bulgaria Master of Science in Economy Financial management, capital budgeting and investments management |
| 1997 – 2002 | Technical University, Sofia, Bulgaria Masters of Computer Science, Information technology and management |
| 1994 – 1997 | “William Gladstone” 18 th High School, Sofia |

Trainings:

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| June, 2005 | Software Project Management, American University, Bulgaria |
| May 2008 | Strategic Management , Sofiyska voda (United Utilities) internal education |
| January 2010 | Leadership for success, Johnson Controls Leadership Academy |
| 2012 – 2013 | Coaching, OD&M – Bulgaria |
| October 2013 | ITIL Foundation Certificate |

LANGUAGES

- Bulgarian – Native
- English – Advanced
- Russian – Intermediate

WORK EXPERIENCE

07.2014– 08.2022 **Visteon Electronics** - Sofia, Bulgaria

Position: **Country Manager – Bulgaria and Romania**

Duties: General management of the technical centers of Visteon in Sofia and Timisoara (in 2018). Leading large delivery centers, executing programs and delivering products to the major OEMs (Daimler, BMW, VW, Stellantis, GM, Ford and etc.). The engineering management scope includes software, hardware, mechanics, product validation, laboratories and engineering quality teams.

Led the establishment of advanced development team in Sofia for development of ADAS and Autonomous driving products based on AI, machine learning and cloud solutions.

Led the engineering and financial (P&L) efficiency, growth, alignment of the corporate technology roadmap to the capability and technology strategy of the sites, resource planning and skills needs assessments.

Responsible for the technical center operations (IT, Finance, HR, Purchasing, Quality) and organisational development.

12.2012– 07.2014 **Johnson Controls Electronics Bulgaria, Automotive Experience** - Sofia, Bulgaria

Position: **Operations Manager**

Duties: Responsible for the operations and delivery management of the site, legal representative of the Technical R&D Center of Johnson Controls in Sofia, with 550+ engineers, executing programs and delivering products to the major OEMs(BMW, VW, Mazda, Ford, PSA and etc.), with software, hardware, mechanics and product validation capabilities.

Responsible for day-to-day operations (Engineering, IT, Finance, HR, Purchasing), strategic resource planning and organisational development.. Led expansion programs and high cost to low cost transition programs in the full scope of the transition – people, resources- laboratories, equipment and knowledge.

Led governance restructuring in the firm ensuring operational and cost efficiency

improvement by reducing and optimizing the SG&A cost (up to 6% from the sales)

Led intensive universities and high schools collaboration programs with the major technical universities and technical schools in Bulgaria – investments in laboratories, university resources, lectures, educational reform and modernising the content (EU project for education transformation), PhD programs support.

02.2009– 12.2012 **Johnson Controls Electronics Bulgaria, Automotive Experience** - Sofia, Bulgaria

Position: **Information Technology Manager, IT Department**

Duties: Responsible for the IT Department operations and services in the company. Managed local and international IT projects (up to 500 000 EUR budgeted) in the Electronics Division. Responsible for resource planning, budgeted management, purchasing, contracting with suppliers management, business analysis and cost-benefits analysis. Led global initiatives and programs for IT governance development, process design, teams and capabilities development.

03.2007–02.2009 **Sofiyska voda (United Utilities entity)** - Sofia, Bulgaria

Position: **IT Solutions Manager, IT Department**

Duties: Managed Software Development and Billing team (4 developers and 2 DBA) in the IT Department, defining and managing company IT projects, manage corporate information systems administration, maintenance and operations. Managed IT Software outsourcing activities. The scope of the IT operations covered 800 users, 24x7 services and 21 corporate applications.

03.2006–03.2007 **Cosmo Mobile Bulgaria – GLOBUL** –Sofia, Bulgaria

Position: **Billing Consultant, IT Department**

Duties: Led migration and implementation of the new billing system of the company – BSCS – LHS Germany. Defined migration procedures, managed user acceptance test, managed new billing system interfaces to the external systems. Assured billing system data and verification, rating, administrating billing and payments handling processes.

03.2005–03.2006 **Sofiyska voda (United Utilities entity)** - Sofia, Bulgaria

Position: **Software Development Manager, IT Department**

Duties: Led application support and software team, business processes analysis, , defined software system change procedures and requirements, billing system security policy, analyzed company software needs.

11.2003–03.2005 **Sofiyska voda (United Utilities entity)** - Sofia, Bulgaria

Position: **Database Administrator, IT Department**

Duties: Database administration and maintenance of the billing system database Progress 9.1D, administration of SQL Server servers, software development.

09.2002–11.2003 **Micont Ltd.** - Sofia, Bulgaria.

Position: **Software Designer and Integrator**

Duties: Design and development of MS Windows applications and database solutions.

VOLUNTEERING

10.2020 - current **American Chamber of Commerce in Bulgaria**

Position: **Member of the board**

Duties: Dedicated to the topics of the innovations, education and investment climate in Bulgaria. Co-Chair of Manufacturing committee.

10.2019 - current **Bulgarian Employers Association Innovative Technologies – BRAIT**

Position: **Chairman of the board**

Duties: Led the initiation of the organization and application for the process of representation of the national level.

11.2015 - current **Automotive Cluster Bulgaria**

Position: **Chairman of the Board**

Duties: Leading the Board of Directors of the Automotive Cluster in Bulgaria. Initiated and led successful initiatives of transformation of the cluster and bringing value to the existing automotive investors and members. Special focus on strategic agenda of the cluster by supporting projects in the area of – enhancing the role, understanding and the importance of the automotive industry in Bulgaria; educational reform and discussion with the government and universities; competency models and centers of competences; improvement of the investors environment in Bulgaria and sustainable attraction of new investors.