

Philip Flávio

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PROFESSIONAL EXPERIENCE

BMW AG

Munich, Germany

AUTOMOTIVE | BUSINESS DEVELOPMENT MANAGER | NEW BUSINESS & INNOVATION

07/2019 – 12/2026

- Developed and validated new business opportunities across mobility products, value-added services and business models, taking concepts through customer research, pilot testing and operational implementation.
- Planned and coordinated cross-functional pilot workstreams, aligning internal departments, external partners and service providers while supporting pilot customer onboarding, ongoing operations and issue resolution.
- Coordinated key workstreams for BDL Next, a government-funded bidirectional-charging pilot, including customer acquisition, user interviews, pilot support and alignment on contractual, data-protection and release requirements.
- Collected and evaluated customer feedback and pilot findings to validate market assumptions, identify customer needs and inform product, service and business-model development.
- Contributed to new business initiatives targeting fleet applications and younger customer segments, preparing roadmaps, management presentations, decision materials and project reports to support stakeholder alignment.
- Led the recruitment and selection of interns and working students, providing onboarding, mentoring and ongoing guidance to support their professional development.

BMW AG

Munich, Germany

AUTOMOTIVE | SENIOR BUYER | PURCHASING AND SUPPLY CHAIN OPERATIONS

10/2017 – 06/2019

- Managed approximately €200M in annual purchasing volume for critical vehicle components, coordinating supplier performance and supply-risk mitigation.
- Negotiated commercial agreements with global Tier-1 suppliers, achieving 4% (€8M) in cost savings.
- Assessed global supplier markets, supported supplier onboarding and developed measures to reduce single-source dependencies.

BMW AG

Munich, Germany

AUTOMOTIVE | MANAGEMENT TRAINEE | VARIOUS DEPARTMENTS

04/2016 – 09/2017

- Selected as one of 12 participants in an international management development program, with assignments in Munich, Beijing and Spartanburg, USA.
- Contributed to cross-functional R&D and purchasing initiatives, including redesigning supplier onboarding to reduce cycle time by 30% (45 to 31 days).

ENTREPRENEURIAL EXPERIENCE

ADVENTURE VENTURES UG

Munich, Germany

TRAVEL TECH | FOUNDER

09/2023 – 08/2024

- Founded and launched a gamified tourism platform, developing its business model, pitch deck, website and app.

CHROVINO

Munich, Germany

E-COMMERCE | FOUNDER

09/2020 – 08/2021

- Founded and launched an online wine retailer, handling branding, e-commerce and marketing.

EDUCATION

CEMS - THE GLOBAL ALLIANCE IN MANAGEMENT EDUCATION

Paris, France

UNIVERSITY COLLEGE DUBLIN - MICHAEL SMURFIT GRADUATE BUSINESS SCHOOL

Dublin, Ireland

MASTER IN INTERNATIONAL MANAGEMENT | INTERNATIONAL DUAL DEGREE PROGRAM

09/2014 – 12/2015

MASTER OF SCIENCE IN INTERNATIONAL MANAGEMENT | GPA: 3.68/4.2 - FIRST CLASS HONORS

- Completed exchange semester at Tsinghua University School of Economics and Management, Beijing, China.
- Directed a data-driven go-to-market strategy and pilot program for a CEMS Business Project at Hewlett-Packard (HP) EMEA, resulting in a validated mobile printing growth road map presented to regional leadership.

MAASTRICHT UNIVERSITY - SCHOOL OF BUSINESS AND ECONOMICS

Maastricht, Netherlands

BACHELOR OF SCIENCE IN INTERNATIONAL BUSINESS | GPA: 7.32/10

09/2010 – 06/2013

- Completed exchange semester at Rensselaer Polytechnic Institute Lally School of Management, Troy/NY, USA.

SKILLS & PERSONAL

Core competencies: Business Development · Business Model Validation · Customer Research · Pilot Launch & Operations · Product Commercialization & Go-to-Market Strategy · Stakeholder & Partner Coordination · Mentoring

Tools: Advanced Excel · PowerPoint · Kibana · Jira · Confluence · Microsoft 365 · Copilot Studio

Languages: German (native) · Brazilian Portuguese (fluent) · English (fluent) · Spanish (intermediate) · French (basic)

Interests: Ultra-Distance Cycling · Self-Hosting & Linux · Adventure Travel · Pétanque · Strategy & Board Games