



IVAN MIHAYLOV

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PERSONAL INFORMATION

- Nationality: Bulgarian
- Age: 40

SKILLS AND ACOMPLISHMENTS SUMMARY

- General and operations management of large organization (1100+ employees), with focus on P&L, engineering governance, organisational set up and performance, engineering efficiency, quality, risk management, business continuity, public relations.
- Technology transfer, engineering management, technology integration
- Proven track record of projects and initiatives in the public sector and government relations
- Strong relationship with international investors and collaboration with government to attract investors and improvement of the investment climate in Bulgaria
- Active driver of various initiatives for educational reform with focus in universities. Member of the board of trustees of Technical University of Sofia and University of Plovdiv "Paisii Hilendarski"
- Chairman of the Board of Directors of Automotive Cluster Bulgaria – the non-profit organisation that represents the automotive industry sector in Bulgaria.
- Chairman of the Board of Directors of Bulgarian Employers Association Innovative Technologies – BRAIT

EDUCATION AND TRAINING

2012 -2013

The Red McCombs School of Business, University of Texas at Austin, USA

Master of Science, Technology commercialization (MSTC)

Advanced MBA program with focus on technology commercialization, technology transfer, investments, strategies, mergers and acquisitions, risk management, operations management, start-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”** 18th High School, Sofia

LANGUAGES

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

WORK EXPERIENCE

- 11.2019- current **Bulgarian Employer Association Innovative Technologies - BRAIT**
- Position:* **Chairman of the Board**
Duties: Led the establishment and transformation of BRAIT as successor of Associations of the Business Clusters and expansion of the organization to 28 member associations. Led the preparation of the organization for applying as national employer organization.
- 11.2015 - current **Automotive Cluster Bulgaria**
- Position:* **Chairman of the Board**
Duties: Leading the Board of Directors of the Automotive Cluster in Bulgaria and Board member since 2012. 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.
- One of the initiators sponsors and drivers for development of the tax law change and implementation of R&D incentives for the business in Bulgaria.
- 07.2014– current **Visteon Electronics** - Sofia, Bulgaria
- Position:* **Country Manager – Bulgaria and Romania**
Duties: General management of the technical centers of Visteon in Sofia and Timisoara. Leading centers with 1100+ engineers, executing programs and delivering products to the major OEMs(Daymler, BMW, VW, Mazda, Ford, PSA and etc.). The operations and management responsibility scope includes software, hardware, mechanics, product validation, laboratories and engineering quality teams.
- Responsible for the engineering and financial (P&L) efficiency, growth, technology and capability strategy.

Responsible for the complete M&A process from Johnson Controls, including organizational integration, processes alignment and brand establishment.

Responsible for the technical center operations (IT, Finance, HR, Purchasing) and engineering management, strategic resource planning and organisational development.

Led organizational resource planning and strategic positioning of the global center in the family of Visteon's technical centers with focus on the Software and Product validation expertise of Sofia team.

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

Position: **Operations Manager**

Duties: General management and 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 (IT, Finance, HR, Purchasing) and engineering management, 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.

Led the separation from the Sofia R&D Center and supported the acquisition of the Specialty Products by the Gentex corporation. (USA)

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.