

DIMITRI BAUDON

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INTERNATIONAL EXECUTIVE
NEW BUSINESS DEVELOPMENT • PRODUCT INNOVATION • START-UPS •
STRATEGIC ALLIANCES AND PARTNERSHIP – M&A
(AUTOMOTIVE / EV / GREEN TECH / CE / ENGINEERING SERVICES)

I am recognized by all my peers to be a visionary, multi tasked strategic planner, innovative facilitator, creative thinker, problem solver, project driven cross-functional executive team player and most of all a smooth deal maker.

Fluent in English, French and German.

- Strategic Planning
 - Staff development
 - Merger & Acquisition
 - Financial Valuations
 - Cross-functional Team Leader
 - Value Proposition Creation
 - Product Management
 - Strategic Product Positioning
 - Business Plans
 - Contract Negotiations
 - P&L Management
 - Long-Term Partnership
 - Supply Chain Management
 - Entrepreneurial ventures
 - Sales and Marketing Strategy
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ALTEN Technology USA, Troy, Mi – **Director of Growth & Innovation** **2019-08 / present**

- ❖ Develop and implement new global account management and business development strategy for the US amongst the different agencies to generate and incentivize strategic collaboration.
- ❖ Identify M&A targets and engage with due diligence team.
- ❖ Launch strategic new agencies set up for specific region and/or market.
- ❖ Develop new business engagement model dedicated to – amongst others - Venture Capital firms.
- ❖ Craft and deploy a strategic alliance with a “Public Private Partnership” funding entity to support development, deployment of high tech around “Mobility as a Service”.

SEGULA USA, Plymouth, Mi – **Head of Business Development** **2018-07 / 2019-08**

- ❖ Manage strategic Design and Engineering Services Business Development activities through all industries.
- ❖ Support the US advanced technology scouting and start-up relationship for Group Research & Innovation.
- ❖ Champion our European “Key Sector Experts” for strategic deployment in the US.

YAZAKI NA, Canton, Mi – **Senior Manager Advanced Strategic Planning** **2018-01 / 2018-06**

- ❖ Managed strategic technology and product roadmaps related to e-Mobility / Connectivity / Power Generation and storage focusing on external/non-organic partnership, alliances and possible acquisitions.
- ❖ Lead the set up and governance of a Ventures Group for targeted M&A.
- ❖ Championed “Distributed Ledger Technology” for internal process and IoT related implementation.

LEAR CORP./SEATING, Southfield, Mi - **German Car Group Sr. Manager** **2015-07/2017-12**

- ❖ Managed and consolidated North American Business growth - \$450 Mio P&L Management.
- ❖ Spearheaded commercial and financial sustainability for DAIMLER SUV seating platform late 2018 launch.
- ❖ Headed all relationship with German Executives – Sales / Program and Development team.
- ❖ Mentored US Based Account Manager and Program Manager.

ECOCENTRIC LLC, Lake Forest, CA - **Managing Partner** **2009-06/2015-06**

- ❖ Positioned ECOCENTRIC as a strategic executive consultant for tech and innovative companies. Deal facilitator and closer for sustainable development project, strategic partnership and alliances.
- ❖ Spearheaded Mergers and/or Acquisitions and/or technology rights between key stakeholders taking the lead with investors, public institutions, research labs and innovative technology providers.

Here-below a non-exhaustive list of projects I managed for:

ARKAMYS (France) – Carnegie Melon Audio Lab (USA):

- ⇒ Identified, generated and closed a bi-lateral technology exchange program with large IP package generation and monetization for an Automotive and Consumer Electronic embedded noise cancellation, reciprocal voice-text technology. Set up a key market alliance with CA based NUANCE Corp.

ELGRO (Germany):

- ⇒ Closed the acquisition of a Chinese tech provider of advanced capacitive technology for the Automotive and Consumer Electronics.

APEX Motor (USA) – MIT advanced mobility labs (USA):

- ⇒ Lead the whole process for an Automotive market application Electric Motor technology swap and market implementation with licensing.

Global Electric Transportation llc (USA) – PANGEA (USA):

- ⇒ Managed the merger between the two companies and a third party investor (Samsung Innovation Center) for a major project launch targeted in the Philippines under a Pdt. Obama Department of Transportation grant. This resulted in a multi mode – multi node electric transportation model launch in Manila.

“Innovative Organic Solution International” llc (USA):

- ⇒ Coordinated a global market analysis for a new Bamboo based Oriented Strand Board construction material and negotiated the ultimate technology and industrialization patent sell to Home Depot.

PORTEON ELECTRIC VEHICLES, Inc. Portland, OR – **Director Business Strategy** **2008-2009**

- ❖ As one of the original founding team member, I drove strategies to create market pull from emerging new Eco-cities (ex: Masdar Project), Resorts, Private and Public campuses for PORTEON radically new electric vehicle architecture solution and its in house developed integrated Electric motor.
- ❖ Identified and formalized alliance activities with international technological companies such as FAM in Mulhouse (FRANCE) and Fulton Innovation (USA).
- ❖ Managed to put PORTEON on the bid list for PARIS Autolib as well as the French Postal Electric vehicle motor Group.

YAZAKI NA, Canton, MI - **Product Manager, Vehicle Information System** **2007-2008**

- ❖ Created and Managed the product portfolio innovation / ideation and approval process.
- ❖ Increased advanced project activities with OEM by 200% in one year.
- ❖ Created the need for, hired and integrated Industrial Design expertise within the company.
- ❖ Managed 10 advanced research projects with local R&D team in collaboration with Japan head office.

FAURECIA INTERIOR SYSTEMS. Auburn Hills, MI

1995-2007

Marketing and Product Planning Manager

- ❖ Developed and managed a team of 8, consisting of Market Analysts and component benchmarking.
- ❖ Led the global innovation process with over 200 entries per year.
- ❖ Identified new technologies, new concepts and set up 3 alliances with key technology partners.
- ❖ Managed direct contact with OEM studio, Advanced Engineering and Purchasing groups.

Key Account Manager

- ❖ Acquired and developed business from yearly \$20M to \$70M.
- ❖ Increased product offer from Door Trim to Instrument Panels to Cockpit and Door modules.
- ❖ Increased bottom line profitability on current business by 15-20%.

Sales and Project Manager (Germany)

- ❖ Acquired, developed and managed new business with OPEL / GM from \$15M to \$40M per year.

EDUCATION

UNIVERSITY OF ANGERS – EAST CAROLINA UNIVERSITY, NC/USA

Master of Business Administration (MBA), 1994 - **Greenville, NC - USA**

Exchange program with Specialization in Entrepreneurship and International Marketing.

ENSAM (French Top 5 Engineering school) 1992 - **Paris, France**

Post Graduate – “DEA”, Innovation Management.

UNIVERSITY OF ANGERS – ECU, NC/USA 1991 - **Angers, France**

Master of Science (MSc), Material Engineering, Project Management and Innovation Management

UNIVERSITY DU MAINE - **BSc – Chemistry** 1989 - **Le Mans, France**

ACTIVITIES AND AFFILIATIONS

- Board of Director / secretary – “GREEN TECH INSTITUTE” – 2008-2016
- 3 patents (WO/2008/016749 - WO/2008/0099665 - WO/2009/0277375)
- Down-Syndrome Advisory Group Board Member / Walled Lake Chapter

Referrals can be provided upon request.