



# Mauricio B.

- Date of birth: Aug. 5, 1989 ● Nationality: Mexico
- Address: Germany

## Profile

Dynamic and innovative leader with experience in the automotive Tier-1 field with a consistent track record of identifying and capturing growth opportunities, establishing and nurturing strong customer relationships, meeting and exceeding key organizational objectives & successfully driving high-performance teams across geographically dispersed locations within global organizations.

Skilled presenter, motivator and negotiator; adept in creating unique approaches that drive business growth. I deliver strong, measurable, and sustainable results. Innovative disruptive leader with proven management, sales and business development skills.

## Work Experience

03/2019 – present  
Ingolstadt, Germany

### Sales Manager Faurecia

- Business Dev. for new German OEMs business opportunities. I paved the way for securing new business totaling 350 M€ between 2021 and 2029.
- Sales Manager responsible for my division's Audi & Lamborghini accounts (foams, headrests, covers & accessories) that includes 9 serial life projects and 2 program-phase projects totaling 2,5 M€ out of my division's total sales target on 2020.

11/2017 – 03/2019  
Mexico City / Southfield, MI

### Launch Manager Lear Corporation

- Launch Manager responsible for FCA Jeep Compass & Fiat 500 complete-seat. During this time, I was accountable for on-time/on-budget implementation of high-profile ECRs, execution and deployment of actions to reach division targets & value optimization tasks placement of over \$1M yearly.

06/2014 – 11/2017  
Mexico City / Auburn Hills, MI

### Program Manager Faurecia

- Program Manager responsible for Audi Q5, VW Atlas, VW Tiguan & VW Jetta front seat metal structures.
- Conceptualization and execution strategies for upfront spending reduction and profit enhancement aligned with division budget.
- Impacted driving force behind VO plan consolidation for over \$4M in new programs lifetime savings.
- Focus on customer satisfaction via strict control of timing and quality deliverables. "Top Supplier 2016"
- Team driver of 17 professionals in Mexico, United States and Germany.

## Education

09/2018 – 12/2020  
Mexico City, Mexico

### Master of Business Administration Tecnológico de Monterrey

08/2009 – 05/2015  
Monterrey, Mexico

### BSc. Mechanical Engineering & Business Management Tecnológico de Monterrey

## Languages

Spanish  
NATIVE

English  
NATIVE

German  
FULL

## Skills & Strengths

Microsoft Excel

Leadership

Extreme Ownership

People Engagement

Negotiation

Sales Management

Business Development

Business Strategy