



# ENTREPRENEUR THROUGH ACQUISITION

## DANIEL COUTINHO

### SEARCH START

June 2022

### REGION

France & Portugal

### LANGUAGES

FR / PT / EN / SP

**20** Years of Experience

### SELECT EXPERIENCE

- **JP MORGAN** M&A analyst covering deals above USD 100M
- **MICROSOFT** Product marketing doubling revenue in one year
- **SONY** Product Marketing at Europe HQ, growing market share during period of a category selling 175M€ / year
- **LVMH** Corporate strategy for the group with a focus on Wine & Spirits + Managing Director of a SMB in an intrapreneurship and turnaround context
- **BUSINESS OF BOUFFE** Consulting agency and respected B2B media specializing in the Food & Beverage industry

### INDUSTRIES

Food & Beverage

### EDUCATION

- INSEAD, France | Singapore – MBA (2009)
- FGV, Brazil – BS in Business Administration (1998-2003)
- LVMH House, United Kingdom – Leadership for Business Performance (2016)



### SKILLS

#### LEADERSHIP

- Ability to build strategic vision, powerful narrative and influence Board, senior leadership and employees to drive investments and growth
- 4 years as Managing Director at LVMH leading 25+ people

#### OPERATIONAL MANAGEMENT

- Extensive operations management experience across a variety of industries and countries
- Managed product operations of Sony Memory Card across Europe, a business worth 175M€ in 2007
- Turnaround track record having grown sales of a LVMH brand by 450% while reducing costs by 45%

#### MARKETING / BUSINESS DEVELOPMENT

- Complete understanding of product marketing and management having launched and grown multiple products across geographies, sectors and segments
- Strong branding, biz dev and digital expertise developed over 10+ years in marketing & sales roles

#### FOOD & BEVERAGE

- Strong comprehension and network in the F&B industry leading a consulting and B2B media for the last 4 years

For further information about Daniel please contact: [daniel.coutinho@novastone-ca.com](mailto:daniel.coutinho@novastone-ca.com)