

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 by 8 points while running a 175M€ business
- **LVMH** Corporate strategy for the group working across different projects + Managing Director of a LVMH brand in an intrapreneurship/turnaround context
- **BUSINESS OF BOUFFE** Consulting agency specializing in the Food & Beverage industry + Respected B2B Media in F&B

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



Video introduction: <http://daniel.novastone-ca.com/>

For further information about Daniel please contact: daniel.coutinho@novastone-ca.com