
Christian BOPP

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Work Authorisation: European Union

EDUCATION

2019 - 2021	IESE BUSINESS SCHOOL Master of Business Administration (MBA Program); GMAT 730; Merit based IESE scholarship	BARCELONA, SPAIN
2014 - 2017	COOPERATIVE STATE UNIVERSITY BADEN-WUERTTEMBERG Bachelor of Business Administration; Top 10%; Merit based Baden-Wuerttemberg scholarship	STUTTGART, GERMANY
2016 - 2016	NELSON MANDELA METROPOLITAN UNIVERSITY Exchange term; Pass with distinction	PORT ELIZABETH, SOUTH AFRICA

EXPERIENCE

2019 - present	START-UP Constantly working on innovative ideas and testing hypotheses	MUNICH, GERMANY
2019 - present	<i>Entrepreneur</i> <ul style="list-style-type: none">Created a minimum viable product and directed prototype testing following lean start-up approach to develop app responsive to customer needsSet up initial strategic marketing plan by analyzing customer, competition and market; Established a target strategy and won over strategic clients and partners for the project	
2020 - 2020	MCKINSEY & COMPANY Management Consulting	FRANKFURT, GERMANY
2020 - 2020	<i>Associate Intern</i> <ul style="list-style-type: none">Assessed and segmented current portfolio of commercial clients of insurance company; Redesigned standard products to increase adoption across portfolio by 50% and devised new target strategy for B2B sales channelsPrepared and designed internal data and strategy workshop for healthcare client; Analyzed cooperation model with five Pharma companies	
2014 - 2019	MAGNA POWERTRAIN Third largest worldwide automotive supplier	STUTTGART, GERMANY
2017 - 2019	<i>Financial Analyst - Engineering</i> <ul style="list-style-type: none">Developed new working capital management from ground up for engineering organization, defining reporting and responsibility structure; Determined, analyzed and adjusted financial lever to decrease working capital by 50%Reorganized and enhanced capital investment planning, forecast and execution process, leading to a yearly cost saving of €3MImproved profit margin of hybrid transmission engineering projects in China by over 100%, taking full financial responsibility while collaborating with technical project leaders both in China and GermanyCreated and implemented a cost center reporting system using business intelligence tool to reduce labor cost rate by over 5%, reporting project directly to CFO and CTO; Trained all engineering senior manager in using system and toolConducted modeling and business planning for existing and new engineering projects including cost, revenue and staffing projections; Managed a budget of €200M and over 1000 employeesInstructed and supervised six trainees and interns; Constructed and adjusted training and development plan	
2014 - 2017	<i>Management Trainee - Germany</i> <ul style="list-style-type: none">Benchmarked talent management practices and impact on employee retention and identified best practices by conducting an empirical analysis, enhancing retention rate by over 100%Designed and introduced a performance measurement system, leading to a value creation of 10% by cutting down cost of capitalExecuted a market and sales analysis for several transmissions for Chinese market; Identified a multi-million euro market for hybrid transmission	
2016 - 2016	MAGNA POWERTRAIN / GETRAG ASIA PACIFIC Asia Headquarter of Magna Powertrain to manage Joint Ventures	SHANGHAI, CHINA
2016 - 2016	<i>Management Trainee - China</i> <ul style="list-style-type: none">Directed in-depth market research for two new low cost transmissions; Evaluated macro environment and customer demographics and composed competitive intelligence report for top managementManaged and audited implementation of tools and processes in three Chinese joint ventures	

LANGUAGES

German: Mother tongue

English: Native/C2

Spanish: Basic

GENERAL INFORMATION

- Responsibilities: Director of Start-up & Entrepreneurship Club; Director of Venture Capital Club; Vice President of German Business Club
- Community Service: Volunteered to help and engage with younger kids in two townships in Port Elizabeth (South Africa) for a five month project
- Interests: European and multiple German Champion in Ultimate Frisbee as a player; German Champion in Ultimate Frisbee as a Trainer for youth team; Learning about new cultures (worked, studied or traveled on five different continents); High adrenaline action sports (Bungee jumping, Sky diving, Rafting)
- Skills: Microsoft Power BI; SAP CO; Project Management Certificate (GPM); SQL for Data Science