

GABRIEL MARCHESAN ALMEIDA, PH.D, EMBA

AI Solution Architect | Automotive Technology Consultant | GenAI-Augmented Product & Engineering Leadership

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PROFILE

AI Solution Architect and technology consultant with 20 years of experience driving product strategy and engineering execution for premium automotive OEMs (BMW, Audi, Tesla, Toyota, Porsche) and regulated industries. I design and deploy GenAI-powered solutions — multi-agent orchestration, LLM-driven automation, and AI-augmented engineering workflows — to accelerate product delivery, build high-performing global teams, and execute transformations that deliver measurable results: 25% faster time-to-market, 35% cost reduction, and \$30M+ portfolio growth. EMBA (Mannheim Business School, top 10%) and Ph.D. (Montpellier, distinction). Available for interim, fractional, or project-based engagements across the EU.

KEY ACHIEVEMENTS

- \$30M ARR portfolio growth — scaled intelligent cockpit platforms from 1 to 4 OEM accounts (BMW, Audi, Tesla, Toyota)
- 25% faster time-to-market — architected CI/CD and simulation-based validation strategy, saving \$2M/year
- 50+ person global organization — built cross-functional teams across 6 countries, achieving 95% on-time delivery
- Enterprise Agile transformation — drove Waterfall-to-Agile shift delivering 35% velocity gain, 70% reuse, 35% cost reduction

EXPERIENCE

Sep 2025 - Feb 2026

Cagemeini Engineering

Leinfelden-Echterdingen, BW, Germany

Senior Director Principal Engineer

- Drove IVI practice revenue growth by architecting go-to-market strategy for next-gen cockpit platforms, securing multi-year contracts with premium German OEMs
- Stood up a 30+ engineer organization across 3 sites, establishing a KPI-driven governance model that improved on-time delivery to 95%
- Architected technology solutions for premium OEM accounts, delivering feasibility studies and build-vs-buy analyses that directed platform investment decisions
- Instituted OKR framework aligning engineering delivery with customer milestones, reducing scope misalignment across key accounts
- Advised C-suite on M&A; technology due diligence and strategic partnership evaluations, directly informing acquisition go/no-go decisions

May 2025 - Aug 2025

APTIV

Mönsheim, BW, Germany

Engineering Project Lead (Fixed-term project engagement)

- Delivered Porsche's premium IVI platform on schedule, orchestrating 20+ engineers across Krakow and Bangalore through a structured risk mitigation framework
- Designed end-to-end testing strategy that cut defect escape rate by 30%, accelerating release cycles for Porsche's cockpit software
- Served as sole technical interface to Porsche, translating OEM requirements into engineering specifications and driving sprint-level delivery alignment

Oct 2015 - Mar 2025

HARMAN International (a Samsung company)

Karlsbad, Germany

Senior Product Manager

- Owned \$30M ARR product portfolio spanning 4 intelligent cockpit platforms for BMW, Audi, Tesla, and Toyota — defined product vision, technology roadmap, and go-to-market strategy
- Built a 40+ person cross-functional engineering team across Romania and Germany, owning full P&L; for headcount, tooling, and infrastructure
- Reduced time-to-market by 25% by architecting a CI/CD and simulation-based validation strategy, saving an estimated \$2M/year in integration costs
- Secured Samsung AEB as strategic technology partner, spearheading technical due diligence and platform integration across Samsung, NVidia, Qualcomm, and Intel SoC ecosystems
- Controlled \$5M+ annual vendor budget across 10+ global suppliers, standardizing contracts and SLAs to improve delivery predictability by 20%
- Established open-source compliance and quality frameworks adopted company-wide, delivering 300+ OSS packages with zero licensing violations
- Deployed scalable regression testing framework that cut defect escape rate by 40%, measurably improving OEM customer satisfaction scores

Jun 2013 - Sep 2015

Leica Biosystems (Danaher)

Nußloch, Germany

Software Architect & Agile Transformation Lead

- Spearheaded Waterfall-to-Agile transformation across 3 development teams in Germany and India, delivering 35% higher sprint velocity and 70% software reuse rate
- Architected platform design for 5 core software components, driving a 35% cost reduction through modular design and cross-team standardization
- Coached 15+ engineers across 3 continents in Lean and Agile practices, embedding Danaher Business System principles that drove continuous improvement culture
- Delivered technology assessments for next-generation medical device platforms, shaping a multi-year R&D; investment roadmap

Oct 2011 - May 2013

KIT (Karlsruhe Institute of Technology)

Karlsruhe, Germany

Project Manager / Team Lead

- Directed 2 EU-funded research projects with €1M+ combined budget, delivering all milestones on time and within budget while leading a team of 13 researchers
- Architected technical solutions for adaptive multiprocessor systems, producing reference implementations adopted by 3 industry partners
- Established a consortium of 10+ international research institutions, authoring grant proposals that secured follow-on EU funding
- Published 15+ peer-reviewed papers (IEEE, ACM, Springer) and presented at top-tier conferences, establishing thought leadership in embedded systems

EDUCATION

2018 - 2019

Executive MBA — Mannheim Business School

Mannheim, Germany | 1.5 (top 10%)

2008 - 2011

Ph.D. in Embedded Systems — Université de Montpellier

Montpellier, France | Graduated with Distinction

2005 - 2007

M.Sc. in Computer Science — Pontifícia Universidade Católica do Rio Grande do Sul

Porto Alegre, Brazil

2000 - 2004

B.Sc. in Computer Science — Universidade Regional Integrada (URI)

Santo Ângelo, Brazil

SKILLS & LANGUAGES

AI & GenAI Solutions: LLM Integration (OpenAI GPT, Claude/Anthropic), Multi-Agent System Design, Prompt Engineering, RAG Architecture, AI-Augmented Workflows, Perplexity API, AI Strategy & Roadmaps

Strategy & Consulting: Technology Roadmaps, Architecture Assessment, Build vs. Buy Analysis, Business Case Development, Executive Advisory, Organizational Design, Due Diligence, ROI Analysis

Team & Budget Management: P&L; Ownership (\$30M ARR), Global Teams (50+ people, 6 countries), Vendor Negotiation, Contract Management, Resource Planning

Agile & Delivery: Agile Transformation, Scrum (CSPO/CSM), Kanban, SAsSE, CI/CD Pipeline Design, DevOps, Change Management

Technology: Embedded Systems, SoC Integration (NVIDIA/Qualcomm/Samsung/Intel), IVI/Infotainment, Yocto/Linux, AWS, Python, Platform Engineering

Languages: English (Fluent) • German (Intermediate) • French (Intermediate) • Spanish (Basic) • Portuguese (Mother Tongue)

CERTIFICATIONS

- Certified Scrum Product Owner (CSPO) | Scrum Alliance
- Certified Scrum Master (CSM) | Scrum Alliance
- AWS Cloud Solutions Architect
- Lean Software Development | Danaher
- Enterprise Architect | Sparx Systems

PUBLICATIONS

28 peer-reviewed papers in IEEE, ACM, and Springer. Published book: *Adaptive Multiprocessor Systems on-Chip* (LAP LAMBERT, 2012). Full list on LinkedIn / Google Scholar.

DOMAIN EXPERTISE

Generative AI & LLM Solutions (OpenAI, Claude, Multi-Agent Systems) • Automotive IVI / Intelligent Cockpit & Connected Car • Software-Defined Vehicle (SDV) Architecture • Semiconductor & SoC Ecosystem (NVIDIA, Qualcomm, Samsung, Intel) • Digital Transformation & AI-Augmented Engineering

TOOLS & PLATFORMS

AI & GenAI: OpenAI API/CLI, Claude API/CLI (Anthropic), Perplexity API, Multi-Agent Orchestration, LLM Prompt Engineering, RAG Pipelines

Product & Project: JIRA, Confluence, Aha!, Miro, MS Project, Azure DevOps, Productboard

Technology: Yocto/Linux, Android Automotive, Docker, AWS, GitHub/GitLab, Jenkins, CI/CD Pipelines, Python

Business & Collaboration: Power BI, Slack, Teams, SharePoint, Google Workspace

SPEAKING & THOUGHT LEADERSHIP

- Speaker at IEEE/ACM international conferences on embedded systems architecture and automotive software platforms
- Workshop facilitator for Agile transformation and product management practices (teams of 20-50+)
- Author of 30+ peer-reviewed publications (IEEE, ACM, Springer) and technical book on adaptive multiprocessor systems (2012)

AWARDS

- PhD scholarship from French Ministry of Higher Education and Research (2008-2011)
- Master's scholarship by Brazilian Space Agency (AEB) for research at University of Sussex, UK (2006-2007)

AVAILABILITY

Engagement Types: Interim Management, Fractional CTO/CPO, Project-Based Consulting, Advisory | **Available:** March 2026 | **Location:** Karlsruhe, Germany | Remote | EU-wide (on-site as needed) | **EU Citizen — no visa required for any EU/EEA engagement. Client references available upon request.**