

# Camila Nicot

Senior Vice President

## Profile

A dynamic and results-driven Senior Vice President with a decade of progressive experience in leading cross-functional teams and implementing strategic business initiatives. Proven expertise in driving revenue growth, optimizing operations, and managing large-scale budgets while maintaining a strong focus on stakeholder satisfaction. Demonstrated ability to develop and foster high-performing teams, cultivate productive partnerships, and navigate complex organizational challenges. Adept at identifying opportunities for growth and innovation while staying attuned to market trends and competitive landscapes. Committed to delivering exceptional value and driving positive change in the pursuit of organizational excellence.

## Employment History

### Senior Vice President at General Motors, MI

Mar 2023 - Present

- Led the development and launch of GM's first all-electric vehicle, the Chevrolet Bolt, resulting in over 100,000 units sold and generating \$3.5 billion in revenue within the first two years of production.
- Streamlined the company's global manufacturing operations by consolidating 15 facilities, which led to a reduction in operating costs by 20% and increased efficiency by 25% while maintaining high levels of product quality and safety standards.
- Implemented a strategic plan to expand General Motors' presence in emerging markets, resulting in a 35% increase in market share in China and Southeast Asia, and contributing to an overall revenue growth of 12% in those regions over a three-year period.

### Vice President at Ford Motor Company, MI

Jul 2018 - Feb 2023

- Led the development and launch of Ford's all-electric Mustang Mach-E, resulting in over 50,000 pre-orders and generating \$2 billion in revenue within the first year.
- Successfully managed a team of 200 engineers and designers in the creation of the 2020 Ford Explorer, leading to a 10% increase in sales and contributing \$5 billion to the company's annual revenue.
- Implemented cost-saving measures across the supply chain, resulting in a 15% reduction in operating expenses and saving the company \$1.2 billion annually.
- Spearheaded the expansion of Ford's operations in Asia, opening two new manufacturing facilities in China and increasing market share by 8%, equating to an additional \$3 billion in annual revenue.

### Director at Quicken Loans, MI

Aug 2013 - May 2018

- Led a team that achieved a record 30% increase in loan processing efficiency, resulting in over \$50 million in additional revenue for Quicken Loans in 2019.

## Details

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## Links

[linkedin.com/in/camilanicot](https://www.linkedin.com/in/camilanicot)

## Skills

Salesforce

Tableau

Python

P&L Management

Risk Assessment

Mergers & Acquisitions

Agile Methodologies

## Languages

English

Japanese

## Hobbies

Golfing

Wine tasting

Photography