

ANDREEA M. B.

GLOBAL AI PARTNERSHIPS & ECOSYSTEM LEADER | BOARD & INVESTOR, ADVISOR IN AI, CYBERSECURITY & DIGITAL TRANSFORMATION

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AI & Cyber Governance

Strategic Partnerships

Innovation-to-Execution

Global technology executive and board advisor with a proven track record in AI, cybersecurity, and digital transformation. Over a decade at Multinational leading strategic integrations (xxx, xxx) and scaling partner ecosystems that delivered \$1B+ in revenue impact. Trusted by boards, investors, and policymakers to navigate disruption—bridging innovation, regulation, and commercial execution. Recognized for shaping national cybersecurity frameworks, advising PE/VC funds on portfolio growth, and incubating high-impact startups across Europe and the U.S. A sought-after speaker and strategist, combining foresight and execution to turn frontier technologies into enterprise value and competitive advantage.

Multilingual: Fluent - English, Romanian; Conversational – French, Spanish.

Knowledge Expert: AI & Cybersecurity Governance, Strategic Partnerships & Ecosystem Growth, Private Equity & Portfolio Acceleration, Public–Private Policy & Global Expansion.

Career Highlights

- **Multinational** Architected ISV partner model, scaling cloud adoption 5x and generating \$1B+ in revenue.
- **M&A Integration** Directed xxx and xxx integrations, creating multi-billion-dollar ecosystem value.
- **Policy & Governance** Shaped EU-aligned cybersecurity and cloud frameworks, influencing national legislation.
- **Start-Up & PE Advisory** Guided 8+scale-ups on funding, strategy, and governance to accelerate growth and exits.
- **Recognition:** Honored by WEF & Financial Times for pioneering digital equity initiatives.

BOARDS & ADVISORY

Cyber Security Leader, Digital Economy Council, AmCham Romania - Bucharest Romania, 2021 – 2023

Directed national strategies on digitalization, cyber resilience, and EU data sovereignty compliance.

Chairman of the Board, Young & Bold Non-Profit, Amsterdam - The Netherlands, 2020 – Present

Honored by WEF & Financial Times for advancing refugee tech education through a scalable digital inclusion model.

International Advisory Board Member, Nyenrode Business Universiteit, 2018 – Present

Guided global innovation curriculum; brokered institutional partnerships.

Board Advisor, Multiple Startups, 2018 – Present

Supported scale-ups including Flipsnack, TypingDNA, and FootprintAI on funding, partnerships, and exit readiness.

EDUCATION

CFA Institute | Private Equity Certificate, 2025

Harvard Business School, Executive Education | Women on Boards: Corporate Director | Boston, USA, 2024

Università Bocconi | Private Equity & Venture Capital Certificate, 2023

International Full-time MBA | NYENRODE BUSINESS UNIVERSITEIT | Breukelen, The Netherlands, 2013

B.S., International Economic Relations | ACADEMY OF ECONOMIC STUDIES | Bucharest, Romania, 2007

THOUGHT LEADERSHIP & POLICY CONTRIBUTIONS

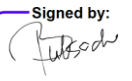
Contributor to **EU AI Act and Digital Act** consultations.

Co-authored **national cybersecurity frameworks** adopted across EU member states.

Frequent keynote speaker at global conferences (World Economic Forum, Impact SEE, Forbes, CEO Forum, HR Club).

Co-author of “XXX” (2025), circulated among global board and executive networks.

Signed by:



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PROFESSIONAL EXPERIENCE

Multinational | U.S. & European Locations | 2023 – Present

Founder, Executive in Residence

Multinational is a Board-as-a-Service and AI consulting firm that helps boards, technology leaders, and investors navigate the complexity of frontier tech, regulatory shifts, and global digital disruption. We combine deep expertise in AI, cloud platforms, cybersecurity, and data policy with a pragmatic growth mindset: turning emerging opportunities into scalable business outcomes.

Board & Advisory Expertise:

- **Board & Governance Leadership** — Fractional board roles for oversight, risk, and AI ethics.
- **AI & Innovation Strategy** — Frameworks and roadmaps for scaling emerging technologies.
- **Regulatory & Cyber Resilience** — Compliance architectures aligned with global policy.
- **Thought Leadership & Frameworks** — Whitepapers and executive summaries shaping industry discourse.
- **Ecosystem & Partner Growth** — Partnerships and collaborations unlocking markets and revenue.

Multinational | Multiple Global Roles | 2014 – 2023

Led AI, cloud, and cybersecurity initiatives at both global and national levels, impacting over 30 markets. Designed ecosystem models that delivered over \$1B in impact, steered the integration of landmark acquisitions including xxx and xxxx, and authored national cloud and cybersecurity frameworks aligned with EU policy. Bridged executive strategy, public-private governance, and market execution to position the organization as both a digital innovator and a trusted policy partner.

National Technology Officer, Leadership Team, Multinational Romania 2020 – 2023

Multinational Global Headquarters – US &, Romania

- Global leadership team member across 30 countries, shaping AI, cloud, and cybersecurity strategy.
- Positioned Romania as a regional hub for innovation and EU-aligned data sovereignty.
- Authored national cloud-first and cybersecurity strategies adopted across regulated industries.
- Secured public-private pilots (e.g., xxx) proving responsible AI in critical sectors.

Senior Business Strategy Manager, Acquisitions, Partnerships & Investments, 2016 – 2020

Multinational Global Headquarters – US & The Netherlands

- Launched ISV partner-to-partner model, scaling ecosystem adoption and generating \$1B+ in revenue.
- Spearheaded Data Analytics-as-a-Service, driving \$100M+ consumption and integration across xxx and xxx.
- Designed 5–10 year AI, blockchain, and IoT roadmaps informing global M&A and product strategy.
- Advised CEO Office and senior boards on acquisition integration and innovation frameworks.

Senior Engagement Manager, Multinational Romania – Bucharest, Feb 2014 – 2016

- Piloted Smart xxx strategy, advancing urban management through IoT and AI.
- Delivered first enterprise-scale cloud migration in banking, generating \$1M+ revenue.
- Advocated cloud-first transformation across enterprise and government clients.

Multinational → ENDEAVOUR EVENTS → Dxxxx xxxxx | NL & RO | 2005 – 2012

Voice & Data Specialist → Head of Production & Business Development → Senior Security Consultant

- Progressive roles spanning telecom, events, and cybersecurity.
- Managed top-tier enterprise clients at Multinational; delivered retention and growth strategies.
- Produced flagship cybersecurity summits with 500+ C-level participants; secured global speakers.
- Consulted financial institutions on data governance, securing ISO-compliance.