

Roman Takáč

PROFILE

Experienced business manager with a proven track record in various industries (consumer electronics, IT, telecom, banking). Strong entrepreneurship professional with Master of Business Administration (M.B.A.) and Black Belt Six Sigma focused on Lean Management, Business Strategy and Process Improvements.

KEY SKILLS & COMPETENCIES

Strategic Management
Change Management

Managing Performance
Commitment to Excellence

Logical and Critical Reasoning
Creative Thinking

CAREER HISTORY

2016 – present

Business Consultant and Owner of Teron Solutions

Consulting with new or existing companies to improve quality and revenue.

Focus on:

- Business Strategy
- Lean management
- Agile Project management
- Design Thinking
- Process Improvement

2013 –2016

Poštová banka

Corporate Banking Director/Head of the Corporate Banking Department

Leading the change and sales of the department for corporate clients of the bank. Covering whole Slovakia with 20 relationship managers, 3 support staff (Business Intelligence) and product specialized staff. Focus on a passive part of bank products and cash collection. Direct responsibility for TOP clients.

Responsibilities and Achievements:

- Preparing a new organizational structure (separation from the department administering loans), setting up its own budget and Intelligence department (analysts + referent),
- Defining, preparing and launching new Job Descriptions, payroll and KPI's
- Preparing and implementation new CRM and customer care concept
- In cooperation with the HR creating new development program in view of the new classification and objectives of the bank's employees,
- Systematization of pricing of the main cash collection products and passive bank transactions, resulted in positive profit - Year to Year growth in yields - 12% (the Year 2014, the Year 2015)
- Yearly savings - 10% (the Year 2014, the Year 2015)

2010 –2012

Samsung Electronics Czech and Slovak
Senior Key Account Manager for IT

Responsibilities:

- Leading and managing the sales employees at IT department in the Slovak Republic
- Managing the creation & implementation of sales, strategy into Slovak market
- Managing the development of category wise plan for each channel in line w/objectives
- Overall planning & sales forecast per each category/model, market analyses based on market reports

Achievements:

- Stabilizing shares and product portfolio and Year to Year growth according to Business Plan
- The launch of the new product category (notebooks, tablets)
- The successful process within European distribution chain (London – CE Stock – SK Wholesaler – New Retail Partner). The enhancement model included a release of middle step (wholesaler), a reduction in the stoppage of goods in the central warehouse, a tuning of forecasting (up to 3 months, with a weekly beat) and implementation of stocks reporting tools

2008 –2009

Orange Slovakia
FTTH Sales Manager

Managing special sales team created only for sales of FTTH (Fiber to The Home) - 9 regional managers (Head of Door to Door) with their sales employees (approx. 80 people)

Achievements:

- Successful start of the sale
- The launch of new distribution channels (Telesales, Indirect Retail)
- Decreasing Service Level Agreement (from first customer's impulse till the use) under 72 Hours
- Taking responsibility for the sales plan up for whole Orange (every distribution point of sales – shops, telesales, Indirect Retail, D2D, KA).

2005 – 2007

Panasonic Slovakia
Marketing Manager

Managing product specialist team (4 people) responsible for Sales plan setup, forecasting, ordering supplies, market analysis, communication (advertising/PR/webpage /events)

Achievements:

- The excellent launch of new sub-brand LUMIX and quick market share achievement
- Keeping the No.1 position in category Plasma Display Panel
- High visibility of the brand
- Category growth according to Business Plan

EDUCATION and CERTIFICATION

2015 **Six Sigma Black Belt** - FBE Bratislava
2013 **Master of Business Administration (M.B.A.)** - Franklin University, Ohio, a study in English language
1998 **Mgr.** - Comenius University, music science

2. Životopis

Mgr. Roman Takáč, MBA

PRAX

2016 –

Konzultant v Teron Solutions

2013 – 2016

Poštová banka

Riaditeľ korporátneho bankovníctva

2010 – 2012

Samsung Electronics Czech and Slovak

Obchodný manažér

2008 – 2009

Orange Slovakia

FTTH Obchodný manažér

2005 – 2007

Panasonic Slovakia

Marketingový manažér

VZDELANIE

2015 Six Sigma Black Belt - FBE Bratislava

2013 Master of Business Administration (M.B.A.)

- Franklin University (Ohio)/Ekonomická univerzita

1998 Univerzita Komenského, Bratislava,

1993 Gymnázium Tomášiková (Gymnázium Ladislava Novomeského)