

# EMBA

Six Sigma Green Belt | Experienced Solution Consultant, SaaS Consultant, Plant Manager, General Director, Logistics Manager (Poland) | Head of Tool Service (Singapore/SEA)  
Poland

## Summary

On the stage: flexible and globally mobile Executive MBA and Six Sigma Green Belt, passionate about Lean Management, effective in leading and directing projects from inception to launch. Many years of progressive management experience (Europe, Singapore and other SEA countries) and repeated success in developing project initiatives, directing project plans etc. Self-motivated, with positive attitude, passion for continuous improvement and dedication to change. Remains calm and poised in high-pressure situations. Leverages in-depth knowledge of industry trends and shifts to offer valuable insights on opportunities for growth and expansion. High-energy leader, successful in building and motivating dynamic teams. Cultivates a company culture in which staff members feel comfortable.

Off the stage: bird of passage, travel enthusiast... Can't wait to hit the road.

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## Experience

### Hilti Group

14 years 2 months

### Solution Consultant

June 2023 - Present (1 year 2 months)

- conducting onsite consultations and analysis with key decision makers at customers; assessing the customer's business needs, developing customer-specific optimized solutions
- building proposals for customer-specific solution contracts and implementation plans
- researching new business prospects and working with sales teams to develop local strategies
- assist in growing and supporting software and services with local, regional, and global partners

## Top Skills

Umiejętności prezentacji  
Różnorodność kulturowa Myślenie krytyczne

## Languages

Spanish (Elementary)  
Polish (Native or Bilingual) Russian  
(Limited Working) English  
(Professional Working)

## Certifications

Audytor wewnętrzny systemu zarządzania bezpieczeństwem i higieną pracy wg. normy ISO 45001:2018  
Six Sigma Green Belt  
Optymalizacja procesów i zarządzanie projektami - Six Sigma

## SaaS Consultant

June 2022 - June 2023 (1 year 1 month)

Poland

- performing the onsite analysis, opportunity demonstration; implementing the proper solutions
- supporting the launch of new products, updates and features to team members and customers; acquainting them with feature benefits and solution functionality
- working with sales teams on customer pre-selection
- playing the lead role of customer implementation and retention

## Strategic ON!Track Implementation and Care Manager

January 2018 - June 2022 (4 years 6 months)

Poland

- analysing of customers in-house processes
- designing and implementation of processes improvements
- providing training for customers staff
- managing an implementation team
- developing solutions for ongoing customer's needs
- after sales care

## SEA Sub Region Head of Tool Service (Singapore)

November 2015 - December 2017 (2 years 2 months)

Singapore/SEA

- organizing and developing service network in South East Asia (Singapore, Malaysia, Indonesia, Vietnam, Thailand, Philippines)
- designing and executing development plans, investments, maintenance and expenses plans
- preparing all required budgets and forecasts
- ensuring compliance to local, regional and global business plans and budgets
- ensuring highest repairs standards across SEA
- driving international projects
- recruiting, training and motivating employees
- maintaining optimal level of customer services

## Plant Manager, Tool Service Center (Poland)

June 2010 - November 2015 (5 years 6 months)

Poland

- managing team of 75 employees, covering staffing, organising and assigning tasks, training, motivation, coaching/development
- ensuring optimal plant performance

- designing and implementing production processes
- providing support to all working teams
- supporting operation team to implement all business goals through appropriate Lean Management methodology
- maintaining optimal level of customer service for internal and external customers
- ensuring compliance to budget
- driving cross-team projects

#### General de Alquiler de Maquinaria, S.A. (GAM, S.A.)

##### General Manager (Poland)

November 2007 - June 2010 (2 years 8 months)

Poland

- general company management
- full supervising and controlling of all business operations
- recruiting, training and motivating employees
- negotiating contracts with clients, business partners and suppliers
- maintaining good relationship with customers and partners
- budget planning, monitoring and executing

#### Ramirent Polska

##### Logistics & Purchasing Manager, Logistics Department Director

2000 - 2007 (7 years)

Poland

- managing logistics department
- designing and monitoring purchasing plan
- negotiating contracts with suppliers
- managing transport
- contracting external services
- importing goods and executing customs clearance

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## Education

#### Uniwersytet Śląski w Katowicach

master's degree, Business, Management, Marketing, and Related Support Services · (1993 - 1997)

#### Akademia WSB

postgraduate, Executive MBA · (2020 - 2021)

Banking and Finance Academy in Katowice  
postgraduate, English in Business · (2006 - 2007)

Akademia Ekonomiczna im. Karola Adamieckiego w Katowicach  
postgraduate, Logistics, Materials, and Supply Chain  
Management · (2005 - 2006)