

# Operations Manager, Project Manager



## Ján Lištinský

Preferred country or city:	Czechia
Salary:	From 500 EUR
Sector of activity	Senior management
Employment Type	Full time
Ready to relocate	Yes

## CV content description

I enjoy being a part of, as well as leading, an open-minded and productive team and thrive in challenging working environments. I love to motivate and shape people around into a better version of themselves, and the same goes for me. Besides my analytical, operations and controlling background, I like to bring into my professional life also skills gained as an endurance athlete, motivator and founder of spare time activity youth club.

## Experience

01.10.2007 – 01.04.2010

### DANONE

#### Financial Controller

Reported to CFO In charge of material and logistic costs controlling in DANONE, the leader of fresh dairy products market (total NR of 130M€). Financial controlling included budgeting, monthly closing, variance analysis, forecasting, ad-hoc analysis and reporting. Key Achievements • Improvement of cost analysis and reporting – definition of new sets of reports with more detail, what-if scenarios, and precise dynamic forecasting Main Responsibilities • Financial analysis, material and logistic costs controlling and monthly presentation for Executive board • Budgeting & Forecasting, business cases calculations • Days of Inventory Outstanding (DIO) analysis and leading of cross-functional DIO optimization team (5 members) • SAP year-end costing – uploading of budget for new year into SAP including re-evaluating of stock and production

01.05.2010 – 01.09.2014

### MAKRO CASH & CARRY

#### Business Intelligence Senior Analyst

Reported to CFO In charge of implementation of data-mining solutions in MAKRO CASH & CARRY, the leader on wholesale market (total NR of 1460M€). The transition from intuitive to fact-based pricing strategy using in-depth analysis of customers' behavior. Key Achievements • Creating a new pricing strategy based on behavioral segmentation of B2B customers using price sensitivity and price awareness analysis both for Czech and Slovak Republic in cooperation with OC&C Strategy Consultants Main Responsibilities • Implementation of data-mining solutions – behavioral customers segmentation, new pricing baskets definition, pricing investment optimization • Big data analysis (Teradata database, millions of records monthly, world's biggest database on the market) • Leading of cross-functional pricing team (7 members) during implementation of new pricing strategy

01.10.2003 – 01.09.2007

### NORTH SLOVAKIA WATER SERVICE COMPANY

#### Back Office Manager

Reported to CBO In charge of Back Office in North Slovakia Water Service Company providing water for more than 200 k B2B and B2C customers (total NR of 20M€). Key Achievements • I took over poorly performing department and completely changed the working environment in terms of organizational and in terms of processes Main Responsibilities • Leading team of 6 members responsible for 3 areas - contracts with corporate customers, sales ledger and receivables turnover, debt collection • New processes designing and implementation, close coordination with legal department

01.07.2016 – 01.09.2018

### SENSONEO

#### Chief Operating Officer & Key Account Manager

Reported to CEO. After years of experience in corporate finance and analytics, I got a chance to step into the start-up world. In a small team, I took the combined role of operations leader and key account manager in the Czech market. We grew our early stage seed called SENSONEO into the high potential player in the global market of smart waste management systems. In two years we made it to the VC investment, moved from 4 to 17 employees and consolidated our processes. Key Achievements • Building up the production, logistics and a service pillar of the company which allowed it to spread the solution from 1 to 53 cities (5 continents) and to

increase the product portfolio from 3 to more than 20 products within 2 years • Retention of key customers in the Czech market during challenging phases of company transformation • Outsourcing the limiting production processes in order to increase capacities from 500 to 3.000 products per month Main Responsibilities • Establishing the production and distribution chain, recruiting producers and quality standards setting • In

Establishing the production and distribution chain, recruiting producers and quality standards setting • In charge of production P&L cost lines • Developing a strong relationship with customers in the Czech market

01.10.2014 – 01.06.2016

## **STRABAG**

### **Business Process Manager**

Reported to CEO of Frischbeton Division In charge of business processes automation and optimization in Frischbeton (total NR of 15M€, division of STRABAG Group) with the focus on outperforming the competition in terms of flexibility and speed of client service. Key Achievements • Development and implementation of new automated pricing and reporting system • 80% business processes mistakes reduction Main Responsibilities • Effectiveness and transparency improvement of business processes by identifying new information flow within the company and by assigning roles and competencies to each stakeholder • Sales strategy optimization based on exact cost calculations