

ROMAN DURKA

Curriculum Vitae

roman.durka@fixyourbusiness.pl

mobile +48 697 970078

<https://www.linkedin.com/in/romandurka/>

PROFESSIONAL PROFILE

Senior Executive Leader. Expert in driving companies to profitable growth. International experience. Over 20 years experience in Technology Business mainly ICT. Extensive experience in building organizations focused on sales, profitability and cost effectiveness. Genuine skills in the area of leadership and business transformation. Strategist and great supporter of teamwork.

EDUCATION

Postgraduate

Institute of Technical Cybernetics, Technical University of Wroclaw, 1979-1983

Graduate

Electronics Faculty, Technical University of Wroclaw, 1974-1979

Diplomas

1979 - MSc in Computer Science, Technical University of Wroclaw

1983 - PhD in Technical Science, Technical University of Wroclaw

1995 - Master of Business Management, joint program of LSE London,
Bocconi Milan, Erasmus Rotterdam

PROFESSIONAL EXPERIENCE

11.2017 - 12.2018 Chief Operations Officer, Mellon Poland Sp. z o.o.

Responsible for restructuring of Hardware, Software and Processing Services to improve profitability, organizational flexibility and increase quality of service.

04.2015 - 06.2017 Vice President, Sygnity S.A.

Responsible for Sales & Delivery Dept. (over 1000 employees). P&L responsibility. Supervising largest IT projects in Poland like e-Taxation, Customs System, Utilities Billing and others systems, Banking Core and Reporting Systems, etc. Dealing with biggest customers from Public, Banking and Utilities Sectors. Maintaining relationships with high level decision makers on Banking, Public and Utilities Sector. During last 12 months profitability margin has significantly been improved. Lead in deep restructuring of the organization delivering significant cost savings.

**10.2012 - 03.2015 Managing Director and President of the Board,
Kapsch Sp. z o.o.**

Responsible for all aspects of business including P&L. Complete restructuring of the company to become ICT integrator and solution provider. 60% revenue YoY growth and profitability margin improved from loss to profit.

**02.2009 - 06.2012 Managing Director & President of the Board - Poland;
Cluster Director Poland, Greece, Cyprus, Israel;
Fujitsu Technology Solutions Sp. z o.o.**

P&L responsibility. Building organization focused on units and services sales. Expanding in distribution and channel sales resulting in outstanding growth of units sales. Providing over 100% Professional Services Sales growth YoY. Delivering 50% growth to Public Sector. Expanding in market coverage. Significantly improving profitability. Leading over 550 people in two locations - Warsaw & Lodz. Building growth case for Israel and expanding in distribution channel what resulted in doubled sales. Running optimisation of business in Greece in current economical situation in the country. Reducing AR by ten times and improving profitability margin. Building sales strategy for every country in the cluster. Managing country directors.

10.2008 - 01.2009 General Manager, Sun Microsystems Poland

Responsible for all aspects of business including P&L. Delivering pipeline and sales growth.

**09.2007 - 09.2008 Country Managing Director & President of the Board,
Nortel Networks (Polska) Sp. z o.o.**

P&L responsibility. Building Enterprise business from scratch delivering best business in the Region. Delivering significant growth in Professional Services Sales . Extremely successful FY 2008 - target significantly exceeded.

**02.2006 - 09.2007 Country Managing Director & President of the Board,
Clearwire Poland Sp. z o.o.**

Building WiMAX radio network for broadband Internet access offering. Starting test service in five biggest Polish cities. Maintaining relationships with Regulatory Office.

**06.1997 - 01.2006 Managing Director & President of the Board,
Dell Sp. z o.o.**

Responsible for all aspects of business. Reporting directly to V-e President EMEA. Defining sales strategy for Poland. Executing corporate sales model in Poland. Moving Dell in Poland from 17th to 3rd position in terms of units and kept 5-6% market share. Average YoY growth 30% in revenue and 34% in units. Best P&L in EMEA. Best margin and EBIT in EMEA. No. 1 on Corporate & Public market in Poland with 19% market share. Responsible for local P&L, budgets, sales plans, motivation systems, market analysis, hiring. Moving Dell in Poland from Euro 6 M to Euro 130 M annual revenue. Driving sales over Internet from scratch to 30% of total revenue. Organizing Professional Services Dept. and Advanced System Group as a one of the first unit in EMEA. Extremely successful in professional services sales. Exemplary result of corporate audit.

11.1991 - 05.1997

Deputy Director, IBM Polska Sp. z o.o.

Organizing from the very beginning Sales Department including hiring people, defining marketing and sales strategy, managing key accounts. Organizing and managing two offices (Wroclaw and Katowice, defining sales strategy and sales plans what resulted in 120% increase of branch revenue in 1993. Organizing General Business Department including sales strategy overachieving target by 25% with most of stuff qualified to Hundred Percent Club. Organizing Professional Services Department and driving sales from scratch up to USD 20 M.

05.1982 - 10.1991

REX Business Operation Systems,

Elwro Electronic Enterprise

07.2012 - 09.2012

Runicom (Private Equity Investment Found)

MAIN SUCCESSES/ACCOMPLISHMENTS

Successful restructuring of companies driving back to profitable growth

Gaining status of most experienced and recognizable leader on ICT market

Successful implementation of many projects in Public (Taxation, Customs, Social Securities), Banking and Finance (Core, Reporting, Support, Infrastructure), Telco (Infrastructure, Application SW), Utilities (Billing, Measurements, Support, Infrastructure)

Maintaining high level customer relationships as a trusted advisor

Business results (especially IBM, Dell, Fujitsu, Sygnity)

TRAININGS

Industrial Marketing Management Program, The Pennsylvania State University

IBM internal trainings

- Base Marketing
- Advanced Marketing
- MDG Leadership
- Power Base Selling
- High Impact Commercial Communication
- Manager Program

Competitive Selling University, IBM Nordic Education Centre

Master of Business Management, joint program of London School of Economics and Political Science (LSE), Erasmus University Rotterdam, Bocconi University Milan

Director Development Program, Dell University

Media Training Professional, INTOMEDIA Vienna

LANGUAGES

English - very good

Russian - poor

Polish - native

INTERESTS

Music, Skiing, Tourism