

experience

2006-present **MCKINSEY & COMPANY** **PRAGUE, CZECH REPUBLIC (CR)**
Senior engagement manager (Associate till Nov '08)
Consistent top 20% performance rating
Primary focus on strategic due diligences in consumer goods for private equity and strategic investors - 11 projects

- Pet-food target in Netherlands, Germany and CEE, spirits in Turkey, food target in Ireland, FMCG target in Tanzania and Kenya, certification/testing target in France, frozen-food distribution in Poland and Czech, beverage target in Germany and Russia, online portal in Czech, due diligence guide for beverage client in UK, Internal Due Diligence Guide in Consumer Goods for McKinsey Europe

Secondary focus sales & marketing – 10 projects including major pricing, commercial-excellence, lean and route-to-market projects in consumer-goods in Switzerland, South Africa, Czech, Poland, Russia

- Created value estimated at \$20 million via new route-to-market strategy for leading beverage client in Poland
- Co-delivered profit increase of \$25 million on European-wide pricing project for leading beverage client
- Increased sales force productivity by 40% via commercial excellence project for pharmaceutical client in CR
- Reduced number of calls in call center by 35% via addressing root cause in a lean project for energy company in CR

2006 - 2007 **ERGONI.COM** **BOSTON, USA/MUMBAI, INDIA**
Co-founder

- Co-founded internet startup built on mass-customization concept for luxury shirts manufactured in Mumbai, India and sold online in European and US markets. Proved product and logistics with ~300 customers
- Conserved as I decided to focus on McKinsey career (option to restart at later stage)

2001 - 2004 **PROCTER & GAMBLE** **BUDAPEST, HUNGARY**
Brand manager (Assistant brand manager till Mar '03)
As BM responsible for Old Spice and Secret deodorant brands across 5 countries (Hungary, Croatia, Slovenia, Czech, Slovakia), led multifunctional team of 8 people including 3 direct reports and ~\$20 million sales

- Achieved highest-ever market shares on both brands Old Spice and Secret, World Class Copy Award for Old Spice Ultramarathon (regional P&G award for the best business-building TV advertisement in CEE South, Best Use of Alternative Media Award for innovative Secret backlit billboards)

As ABM responsible for Ariel brand in CR and SR, top-rated and promoted to brand manager in 2 years (vs. standard 3y)

- Brought Ariel detergent to market leadership in the Czech Republic (key market) after a decade of being #3 brand via equity and price repositioning. Completed price-tier analysis consolidating data from 17 emerging markets around the globe to get management alignment to fundamentally restructure the pricing of P&G detergent portfolio

1999 - 2000 **Senior financial analyst (Financial analyst till Feb '00)** **PRAGUE, CZECH REPUBLIC**
Responsible for Fabric Care category profitability and evaluation of launches/initiatives in CR and SR, top-rated and promoted to senior financial analyst in 14 months (vs. standard 2 years)

- Co-led price/equity repositioning of Jar dishwashing liquid resulting in the highest market share worldwide, received Premysl Award for the best launch of Bold detergent in P&G worldwide

education

2004 - 2006 **HARVARD BUSINESS SCHOOL** **BOSTON, USA**
MBA degree. Graduated with 2nd Year Honors (top 15%), Volunteer consultant, Account director for HBS Marketing Conference and member of Management Consulting, Marketing, Entrepreneurship and Skiing clubs

1997 - 1999 **COMENIUS UNIVERSITY** **BRATISLAVA, SLOVAKIA (SR)**
Master in Finance. Graduated with 1.0 base average (best possible) while Equity Analyst (20h/week) at J&T Securities

1994 - 1997 **CITY UNIVERSITY OF SEATTLE** **TRENCIN, SLOVAKIA**
BS/BA degree. Graduated 1st in class (GPA 3.7), Best Student Award from City of Trencin, The Stirling Dorrance Faculty Scholarship, Founder of first-ever Career Day, IT lab & teaching assistant (20h/week), staff writer for CU newspaper, Summer internships as system analyst in GraTex Intl. developing the largest Slovak IT system for Slovak Insurance Inc.

community

Harvard Club of Prague – Board member
Procter & Gamble Alumni Club of Central Europe – Co-founder
Mentoring: Co-founder of Kulich Brothers Leadership Development scholarship at City University in Bratislava, mentor of young talents in CEE, founder of P&G Lecture Club lecturing on marketing and ethics at top universities in CEE

personal

Sports: Hiking/climbing (Kilimanjaro, Nepal Himalaya, Fuji), basketball (member of team that won International Company League in Prague), co-founder of P&G inline hockey club in Budapest, beach volleyball, skiing
Slovak folk music: Music School (1983-1990) - playing accordion as a part of folk assemble on family occasions, winner of International Folk Costume Competition at Harvard Business School with over 100 participants
Travel/cultures: Visited ~70 countries across 4 continents including Mongolia, Galapagos, Tibet, Myanmar or Zambia
Dogs: Owned male Giant Schnauzer – best-in-breed Slovak dog, winner of multiple international dog shows, CEE Winner

languages

Fluent in English, Czech and Slovak; conversant in Russian, basic Hungarian