

ZBIGNIEW RAŚNIEWSKI MBA

AddressAddressAddressAddressAddressAddress Poland

email: zras@neostrada.pl

A senior level professional services manager extensively experienced in information technology advisory and systems implementation, consulting and advising at the highest levels across a wide range of organizations in Insurance, Banking, Financial Services, Manufacturing, Energy sectors; Consistently successful in establishing strong working relationships with senior executives. Sound professional judgment allied to a strong sense of commerciality with a drive and commitment to achieving results. Highly developed presentational skills in both sales and delivery environments.

- Keenly focused on management consulting; operational excellence; change management.
- Management of business units in leading international professional services firms.
- General management, vision, leadership and execution.
- Expert in business process improvement, cost management and project management.
- Multi-lingual with proven talent for new ventures and international operations.

Work History

BIG4 FIRM CENTRAL EUROPE (CYPRUS)

BIG4 FIRM BUSINESS CONSULTING S.A. (POLAND)

Partner, Member of the Management Board

2006 - Present

Technology Advisory and Implementation Leader for Central Europe responsible for building and managing Technology Integration and Enterprise Applications departments in BIG4 FIRM Poland and Central Europe. Full P&L responsibility for technology consulting advisory and implementation business in Poland. Over 100 people in Poland and 160 in Central Europe.

- Grew Technology Integration and Technology Implementation department to €7m (services only) a year in its first year;
- Positioned BIG4 FIRM as a leading IT consulting company in Poland; doubled the size of the largest engagement ever to €3.1m in consulting fees only;
- Built from scratch the business development (sales) teams for Technology Integration and Enterprise Applications department;
- Attracted substantial new clients to Firm; acquisition rate 34%, retention rate 95%
- Increased profitability; raised staff utilization by 20% and optimized headcount by 12%
- Defined and implemented technology, systems consulting and implementation services vision and strategy in Poland and other countries of Central Europe;
- Harmonised BIG4 FIRM Central Europe with international BIG4 FIRM network in areas of Technology Integration and Enterprise Applications;
- Engagement Partner responsible for major BIG4 FIRM's accounts in Insurance, Banking, Financial Institutions, Manufacturing, Energy and EU Institutions.

Major projects included: IT strategy development, IT function organization, IT systems selection; process systems implementation, business process improvement and Activity Based management systems to improve operational efficiency; IT systems design; IT systems feasibility study.

Overall cost optimization (reduced operating costs by 15%) for retail bank, market and credit risk system implementation; SAP ERP and HR; management of post-merger integration of two banks; setting-up and implementation of performance management and HR costs management systems; budgeting and controlling systems design and implementation (Oracle Hyperion).

ANDERSEN BUSINESS CONSULTING (POLAND, UKRAINE)

Partner, Member of the Management Board

2002 - 2006

Technology Integration Leader and Head of Operations in Ukraine tasked with transforming a typical “Big 4” general advisory firm into a management consulting firm with strong focus on technology and IT implementation services. Full P&L responsibility for technology consulting advisory and implementation business in Poland.

- Definition and implementation of strategy for systems consulting.
- Building consulting operation of Andersen Business Consulting from scratch in Ukraine and growing it to over €1m operations a year.
- Servicing major accounts in Poland in Financial Services, Gas and Oil, Public Sector/Infrastructure, Telecommunications.
- Servicing major Ukrainian financial institutions with technology advisory services.

ARTHUR ANDERSEN (POLAND)

Senior Manager, Partner

1999 - 2002

Engaged in setting up technology implementation and technology advisory services from scratch in the newly created consulting operations of Arthur Andersen. Responsibility for service delivery of all technology advisory and technology implementation projects.

- Recruited and trained all technology consulting personnel at Arthur Andersen
- Delivered vision of IT consulting at Arthur Andersen

RAIFFEISEN BANK POLSKA S.A.

IT Department Deputy Director

1998 - 1999

Appointed to set up new IT and organization department for consumer banking. Setting-up the retail banking IT department from scratch and building business processes.

- Recruitment of IT personnel
- Support in selection of core-banking system and other IT systems for retail operations

ANDERSEN CONSULTING (now Accenture)

Consultant, Senior Consultant

1994 - 1999

Conducted business process re-engineering and information technology projects for banks, retail organizations, public sector and in telecommunication in Poland, Spain and in France.

Member of a core banking systems implementation team (system design and implementation) in Caja Espana, Spain. Servicing major international retail accounts in Poland (Makro Cash and Carry, Carrefour) in business process re-engineering and technology implementation projects.

Teaching assignments at the Andersen Consulting Centre for Professional Education in St. Charles, Illinois, USA

Education

M.B.A., The University of Chicago, Graduate School of Business, Illinois, USA (Graduated in 2004)

M.Sc., The University of Warsaw, Poland, Department of Mathematics, Informatics and Mechanics (Graduated in 1994)

Executive Leadership Program, International Institute for Management Development (IMD), Lausanne, Switzerland (Completed in 2009)

Advanced Management, The University of Navarra, IESE (Instituto de Estudios Superiores de la Empresa) - Graduate School of Business, Barcelona. Spain (In progress. Due to complete: May 2010)

Other Information

Member of The UK Chapter of the Association for Project Management

- Languages: Polish (native), English (fluent), Russian (communicative), Spanish (basic)
- Speaker on numerous business and IT conferences
- Jury member of Lider Informatyki contest in 2008 and 2009 by IDG
- PC Computer literacy
- Driving licence
- Date of Birth: 13 January 1968

References Available Upon Request

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