

ATTILA HAVAS

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- Experienced **senior leader, ex Big 4 (PwC, Deloitte)** practical strategist and operational transformation expert with a heart for making an impact that matters
- **~20 years diverse, international B2C and B2B operational excellence and commercial experience** working across small to large multinationals, managing diverse teams across Europe, Asia and MENA,
- **Analytical, results driven problem solver** with relentless people, delivery, personal growth focus
- Native level **English, German, Hungarian** and **developing Dutch**

SELECTED HIGHLIGHTS

- **Senior commercial leader with proven track record of strategy definition and implementation**
 - Currently leading **Sales & Commercial operations** for a **€600M PE-owned German telecom infrastructure business**
 - Delivered major **commercial and operational transformations**, including interim leadership of infrastructure operations at a telecom infra company
 - Led transformational growth projects at most major Telcos and select global Technology players within Europe, e.g. **omnichannel digital transformation** at KPN, **€250M EBITDA** recovery at Vodafone, **\$40m p.a. revenue growth** at FedEx
- **Significant Private Equity and M&A experience**
 - Led **pre-day 1 planning** for **\$18bn+ cross European Telco acquisition**, including IMO set-up, synergy plan tracking, multi market commercial integration
 - Set-up the **IMO, refined synergy plan** and led a number of **commercial workstream streams** for a **€4bn acquisition cross European acquisition**
 - Directed numerous **Commercial and Vendor Due Diligence** projects across Europe in the utilities, telco and manufacturing businesses
- **Fact based, decisive and motivational operational excellence strategic leader**
 - Led **digital transformation program** at ASML, delivering **triple digit efficiency gains**
 - **Built and managed Deloitte NL Commercial analytics and transformation team (20 FTE)**
 - Implemented Europe-wide AI enabled **revenue growth program, delivering \$40M+ p.a. bottom-line benefits** at a major transportation player

WORK EXPERIENCE

NOVEMBER 2023 –

HEAD OF SALES AND COMMERCIAL GERMANY & VODAFONE KEY ACCOUNT DIRECTOR, VANTAGE TOWERS (PRIVATE EQUITY OWNED TOWER COMPANY)

MARCH 2023 – NOVEMBER 2023

HEAD OF OPERATIONS (INTERIM), VANTAGE TOWERS (PRIVATE EQUITY OWNED TOWERS BUSINESS) HIVOS, PRO-BONO STRATEGY CONSULTANT

SEPTEMBER 2022 – FEBRUARY 2023
MANAGING DIRECTOR (INTERIM), KIDSRIGHTS FOUNDATION

APRIL 2016 – AUGUST 2022
DIRECTOR, MONITOR DELOITTE NL
COMMERCIAL EXCELLENCE AND TRANSFORMATION LEAD

SEPTEMBER 2012 – MARCH 2016
SENIOR MANAGER, VODAFONE GROUP STRATEGY & BUSINESS IMPROVEMENT
CHIEF OF STAFF, GROUP ENTERPRISE SALES AND MARKETING DIRECTOR

JUNE 2011 – AUGUST 2012
MANAGER, PWC STRATEGY AND TRANSACTIONS UK

MARCH 2006 – MAY 2011
MANAGER, CAPGEMINI STRATEGY UK

SEPTEMBER 2005 – FEBRUARY 2006
OPERATIONAL IMPROVEMENT CONSULTANT, PROUDFOOT CONSULTING

JUNE 2004 – AUGUST 2005
MARKETING INTERN, BOSCH K.K. JAPAN
INTERN, T-MOBILE UK MOBILE PAYMENT SOLUTIONS

EDUCATION

- **UNIVERSITY OF GÖTTINGEN (1997-2004)**, Diploma of Business Administration, finished with distinction (1.96)
- **UNIVERSITY OF NOTTINGHAM BUSINESS SCHOOL (2000-2001)**, ERASMUS scholarship
- **SECONDARY GRAMMAR SCHOOL**, Budapest, Hungary and Hanover, Germany

LANGUAGES

- **HUNGARIAN** – native
- **GERMAN** – native
- **ENGLISH** – business fluent
- **DUTCH** – understanding - advanced, speaking – developing

PERSONAL INTERESTS

- Biking, hiking, automation, DIY-ing

