

I am a trilingual MBA educated IT, International Business, and Executive, with extensive skills and experience across different sectors.

With progressive exposure to national, international, and multicultural B2B and B2C IT organizations. I design and execute successful strategies to enhance IT operations, sales, develop brands, and built / lead teams.

I am an adaptable, innovative leader, committed to honesty, transparency, and improvement of processes.

I have more than 14 years' experience in leadership positions. I have gained extensive practical experience in consulting on various large-scale projects, and I have worked intensively with (international) program management, process optimization, client management and change management.

I am strongly focused on aligning IT to business demand and strategy. I am a strong leader focused on results delivered in time.

I lead teams in terms of size between 5 – 200 members. I have extensive experience in building teams from scratch or adding members to existing teams.

I have planned and designed solutions for the telecommunication, online retailers, utilities, semiconductor, media, and consumer goods industries amongst others. I have a proven track record in program and project delivery from initial scoping and investigation leading to identifying solutions and working with the client to recommend the best option to meet their requirements, including timelines and budgets and then carrying through to successful delivery and hand-over to the business.

Furthermore, I have been responsible for internal and project related recruiting activities, development of junior colleagues, career counselling and mentoring.

I have extensive knowledge and experience in digitalization and modern workplace projects and technologies. *In my opinion new ways of communication and collaboration are the key to a more innovative and productive environment. I think identifying new trends in time in the digital world are key to business success.*

Key Competencies:

- Leadership and Management
- Communication and Negotiation
- Product Management / Ownership
- Strategy
- IT Projects and Service Delivery
- IT Cloud
- IT Security
- Modern Workplace
- Digitalization
- Account Management
- Business Development

Workplace Experience:

- 12 years' experience in leadership positions
- 5 years' experience in change management
- 8 years' experience design thinking where users' necessities are in the center of the Innovation process
- 10 years' experience in working with multicultural cross functional teams
- 12 years' experience working in South America
- Business travel to more than 15 countries

Technologies:

Microsoft 365, Azure, SharePoint 2010 - 2019/online, Azure, Atlassian (Jira & Confluence), Adobe Creative Cloud, Web CMS, LAMP, Google Analytics & AdWords, Bing, SEO/SEM/SMM/PPC, REUTERS Eikon, Bloomberg Terminal

Languages:

Fluent in German, English, Spanish, proficient in Italian, Portuguese

Key Achievements:

- + Managed €300m/year budget
- + Saved on >€20m/year by using financial hedging
- + Hired a team of 30+
- + Lead a Team of 200+
- + REUTERS LATAM Customer Satisfaction Award
- + Delivered 320% growth via marketing strategy
- + Successfully defended South America's biggest merger to date (2005)
- + Magna Cum Laude MBA

Please contact me at job@thomaswillner.com to find out how I can contribute and add value to your organization.