

Martin Vozar, MSc, MBA

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Management Professional

Passionate, hands-on executive with over 20 years of comprehensive management experience in business team development. Strong expertise in forming and transforming organizational culture through motivational leadership and value-based process implementation. Proven track record of successful result-oriented restructuring. Skilled at analyzing and optimizing organizational structure.

CORE COMPETENCIES

Resource Allocation • Motivational Leadership • Cost/Benefit Analysis • Program Management
Team Development • Complex Solutions • KPIs • Communication • Collaboration

EXPERIENCES AND ACHIEVEMENTS

VEREJNÉ PRÍSTAVY a.s., Slovakia **Financial Manager**

August 2021 – present

Responsible for management of financial planning, controlling and budgeting processes in a company managing real estate comprising ports in Bratislava, Komárno and Štúrovo in Slovakia. Accomplished development and implementation of controlling processes, standardization of pricing structure and organizational restructuring.

MINISTRY OF TRANSPORTATION OF SLOVAK REPUBLIC, Slovakia **Advisor to the minister of transportation, advisor to the state secretary**

May 2021 – present

Various advisory projects in energy procurement and utilization efficiency, strategy development and general advisory in railway transportation.

FREELANCE CONSULTANT

May 2020 – present

Consultant specialized in strategic development, process efficiency and business development

Various advisory and consulting projects predominantly in logistics, energy management and organizational effectiveness.

ŽELEZNIČNÁ SPOLOČNOSŤ CARGO SLOVAKIA, a. s., Slovakia **General Manager and Chairman of the Board of Directors**

Jul 2016 – Apr 2020

Responsible for developing, implementing and adhering to the company strategy while fulfilling short term (annual) and long term goals. While in the role I paid attention to efficiency improvements of internal processes in accordance with approved strategy, implemented business case profitability analysis tools along with several programs aimed at profitability improvements.

Following a market needs analysis I initiated company restructuring aimed at achieving profitability in coming years.

A sample of successfully completed projects under my management:

- Business case level profitability analysis utilized for the first time
- Optimization of company structure based on productivity analysis, market needs and effective resource allocation
- I personally led projects resulting in significant electrical energy cost savings
- Increased efficiency of back office and supporting services {legal, IT, etc.}
- Achieved significant savings in heat consumption as a result of investments in heat generation and distribution infrastructure

STM POWER, a.s.

Machine manufacturing and engineering services company (160 employees), Slovakia **Business Development Director**

2016 – 2016

Following an organizational reorganization and formation of a holding structure I am currently working on building new business relationships with large clients to develop new competencies in delivering large project results. The aim is to utilize internal as well as external resources in order to grow revenues.

Ongoing projects include preparation for several large tenders in the energy sector.

Managing Director

2012 – 2015

Responsible for the restructuring of core processes in an organization that has historically struggled with poor coordination. Improves applied management systems and optimizes processes by shifting value toward productivity improvement.

- Successful implementation of efficient personnel processes.
- Completed startup of two small HPPs and several machine manufacturing projects.
- Selected and hired a new management team, including financial, production, and quality managers.
- Led preparation of several large tender offers.
- Developed business relationships via effective and open interaction with customers and suppliers.

TOMA INDUSTRIES S.R.O., Slovakia**2008 – 2012****CEO**

Managed financial, production, human, technical, and commercial resources. Successfully led transition from deep loss to healthy operating profit during an engineering recession. Interacted with owners and suppliers.

- Reduced staff by 20-25% in initial stages to increase productivity. Succeeded in doing so.
- Maximized space utilization efficiency.
- Reorganized core technical processes such as order fulfillment, commercial order acquisitions, and management. Focused on personnel management, hiring, remuneration, and coaching.

VOJUS A.S., Slovakia**2007 – 2008****Operations Director**

Responsible for production, technical, and technical commercial resources. Achieved a turnaround in company while undergoing restructuring.

- Increased monthly output by 50% in 3 months through efficient goal deployment, production planning, and execution.
- Took on crisis management of financial and human resources.

BEKAERT SLOVAKIA S.R.O., Slovakia**2005 – 2007****Operations Manager**

Responsible for managing a young team in a green-field manufacturing facility, focusing on production leaders, junior production managers, and maintenance managers.

- Increased production output by 50%.
- Achieved productivity improvements and the development of middle managers.

BEKAERT CORPORATION, Arkansas, USA**2004 – 2005****Operations Manager**

Responsible for managing a converting department in a mature, high performance organization.

- Achieved high quality and low cost of manufacture, succession planning, and training.

KIMBERLY-CLARK CORPORATION, Hattiesburg, MS, USA**1999 – 2004****Operations Manager**

Responsible for the efficient utilization of all human, machine, and subcontracted resources in a converting environment.

- Operated on lean manufacturing principles, utilizing high performing teams concept with all employees in daily management.
- Successful startup of a prototype production line, exceeding the learning curve by 30% and exceeding expected financial production parameters.

PROFESSIONAL COURSES

Power BI, LABA Czech, LABA, UK

Operational Management Programme, INSEAD CEDEP, Fontainebleau, France

Bekaert Interaction Management, University of Arkansas, Fayetteville, AR, USA

Bekaert Performance Management, Bekaert-Stanwick Consultants, Wevelgem, BE

Managing Performance Development, Kimberly-Clark Corporation, Neenah, WI, USA

EDUCATION

Continuing Education, Computer Science, The University of Southern Mississippi, Hattiesburg, MS

MBA, Business Administration, The University of Southern Mississippi, Hattiesburg, MS

MS, Engineering, Slovak Technical University, Bratislava, Slovakia

REFERENCES

References will be made available upon request