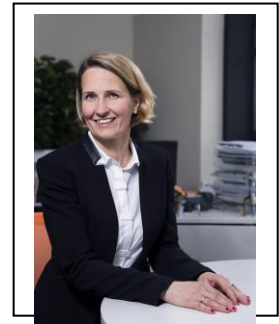


PERSONAL INFORMATION

NAME: **Tímea PESTI**
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NATIONALITY: Hungarian



MISSION STATEMENT

My objective is to contribute to a multinational company's success through a position, which has power and influence to form the company's strategy, direction and decisions by being a Managing Director or being part of the local board or top management. I have an inner drive and energy to make things happen and create involvement and engagement around that. Whatever industry and region, I am capable to get the picture of the company and create change to be in a sustainable growth, deliver targets. My mission is to create and lead a team where everyone is playing to their strengths, creating added value and contributing to the success of the company.

PROFESSIONAL ROLE

INDUSTRIES

- Pharma
- FMCG
- Marketing Communication
- Automotive
- Financing

AREA OF EXPERIENCE

- General Management
- Regional Management
- Change management
- Reorganization
- Shared services
- Training & development
- Commercial
- Marketing
- Logistics

REGIONAL EXPERIENCE

- Europe CEE
- Hungary
- Romania

KEY ACHIEVEMENTS

LeasePlan, CEO 2017 - present
LeasePlan, Commercial Director 2011-2016
Deliver 11% growth and RoE 20%



HL Display AB., Regional Director CEE 2006-2008
After restructuring 10% operating profit, 11.2 mio EUR turnover achieved



HL Display Hungary, Managing Director 1999-2008
Grow turnover from 80k EUR to 4 mio EUR; 12% profit margin

POPAI Hungary, Founder, Vice Chairman, Chairman 2004-2009
Globally acknowledged leader of the industry



Novartis Pharma, Director of Customer Service & Operations 2005-2007
Increase profit margin by 2,8%; 40 mio EUR exfactory sales; 95% customer service level



PROFESSIONAL EXPERIENCE

Chief Executive Officer, LeasePlan Hungary 2017 – present

Commercial Director, LeasePlan Hungary Mar 2011 - 2016

RoE: 20%; Fleet: 11 300; FTE: 30

Teams: Sales, Key Account Management, Customer Care, Account Service & Driver Center

- 11% growth delivered (target was 7%); double than market growth
- Economical return increased by 33% in 2016
- Lease contract value 129 mio EUR – 22% increase in 2016
- LP Fleet Conference became the largest event in the industry
- LP Fleet Academy running for 4 years with success
- LP reputation increased significantly vs. 2011
- Global Commercial Training Program: “one of the mothers” of Growing New Business model and Account Management & Development course; and Certified Huthwaite (UK) trainer

Regional Director, HL Display AB. Feb 2006 - June 2008

Teams: Hungary, Czech, Slovakia, Romania, Bulgaria

- P&L responsibility for the 5 countries
- The targeted 10% profit margin has been achieved in the region
- 11.2 Mio EUR turnover realized in the region
- All country’s organization and structure become stabilized and productive
- Restructured operations, & processes; introduced regional functions as shared services (like Controlling, reporting); outsourced non-core activities (payroll, logistics, fleet management...)
- Heading international projects and Key Account coordination; for instance winning regional tender at Tesco; create and lead a project for Procter&Gamble, which was implemented in many other countries

Managing Director, HL Display Hungary May 1999 - June 2008

Full P&L and legal responsibility

- HL Display has become a recognized, strong brand on the Hungarian market and undisputed market driver and leader
- Market education and introduce a new segment in the BTL (below the line) communication
- Developed the company from 80k EUR to 4 Mio EUR turnover
- Highest efficiency in the group we were leading in turnover per employee (400k EUR)
- Profit margin was 12% (second highest in the group)
- Swedish GAAP introduction (monthly reporting to the stock exchange)

Area Manager, Legal Administrator, HL Display Romania Oct 2001 – May 2004

Full P&L and legal responsibility

- Establish the company (with Ernst & Young)
- Build up the organization
- Educate and grow the market
- Support big international clients’ acquisition

Novartis Pharma Division, Hungary

Feb 1993 - May 1999

Director of Customer service & Operations, Extended Management Committee member
1998 - May 1999
Customer Supply Manager, Customer service & Operations Dept. 1996 - 1998
Materials Manager, Planning, Information & Controlling Dept. 1994 - 1996
Controlling Assistant, Planning, Information & Controlling Dept. Feb 1993- 1994

Novartis Pharma AG., CH Basle

1999

International coordination role for packaging material optimization

Teams: Inventory Management, Logistics, Order Processing

- Increased profit margin by 2,8% by optimizing/reducing inventory (10 mio EUR)
- 20% cost reduction by reorganizing logistics activities & organization
- 95% customer service level (by reduced inventory!)
- Manage 40 mio EUR ex-factory sales & account receivables
- Manage 3rd party suppliers & international role for packaging materials optimization
- Set up shared services (logistics) for OTC and Animal Health Divisions
- M&A: merging and leading Ciba Geigy – Sandoz operations (in 2 months!) (1997)
- Heading BPCS all non-finance modules' migration

PRO BONO MANDATES

1999-2009 Regularly delivered speeches at the largest FMCG conferences and published articles in professional magazines

2000-2003 **Founder and Advisory Board Member** of InStore Magazine

2004-2007 **Founder and Vice Chairman** of POPAI Hungary (Point of Purchase Advertising International – US based, global, non-profit organization)

2007-2009 **Chairman of POPAI Hungary**

2013 Steering Committee Training Fleet Consulting, LeasePlan Corporation

2013-2016 Sounding Board Consultancy Services, LeasePlan Corporation

EDUCATION

1992 -1996 **Diploma in ECONOMICS**, College of Commerce, Catering and Tourism, Budapest & Certificate in Marketing Communication and Advertisement

1996 – 1998 Professional Diploma in Management, Open University, Budapest

1998 – 2000 **MBA**, Open University, UK Milton Keynes

COURSES

1996 MRP II (Materials Requirement Planning) course, Oliver Wight Co., UK

1997 Total Quality Management, TMI

1997 Professional Certificate in Management, Open University, Budapest

1998 Sales and Operations Planning course, Oliver Wight, UK

2011 Certified Trainer of Huthwaite - LeasePlan, Sales Module, Account Management & Development, Growing New Business

2013 Executive Leadership Programme, LeasePlan Corporation

2016 Leaders for the Future Programme, LeasePlan Corporation

LANGUAGES: Hungarian (native), English (fluent)

HOBBIES: gardening, sports (tennis, running), travelling, reading, games