

As a Senior Project Manager I have **15+ years of experience in leading various projects** in Sales, Marketing, Product and Business development, Purchasing and Retail. I've always been the **Lead/ Main project manager** in all of my projects.

I run my projects according to **PMI-PMP standards** based on **PMBOK**, meaning I

- Execute **various complexity of projects** from initiation to project closure.
- **Collaborate with cross-functional teams** to define project scope, objectives, and deliverables.
- Conduct **risk assessments** and develop **mitigation plans** to minimize project risks and ensure successful outcomes.
- **Monitor and report project progress**, providing regular updates to stakeholders and sr. mgmt.
- Identify and **resolve project issues** and conflicts, escalating as necessary to ensure resolution.
- Gather **Lessons & Learnt's, best practices** and generate documentation for trainings to ensure successful project implementation.

Work experience

Retail // Praktiker // CEO – Strategy
Head of Project Mgmt

01.2024 –

I am Head of PMO for a nationwide DIY retail chain, sharing my responsibilities among leading the PMO team, working closely with Board members and managing corporate strategy and strategic level projects.

I also **established the new organization** of PMO by

- **Developing** and implementing **project management strategies and methodologies** to ensure successful project delivery.
- Generated **job descriptions, reset positions and pay grades** and created a motivating environment for junior to senior project and process managers.
- Come up with and put into practice a **PMO excellence framework** to standardized and guarantee an exceptional quality of way of working.
- Set up a **new way of collaboration** with peers (board members), cross-functional directorates and teams.

Beside the mentioned actions, I

- Lead and manage a team of project managers, providing **guidance, support, and mentorship**.
- **Oversee the planning, execution, and monitoring of projects**, ensuring adherence to timelines, budgets, and quality standards.
- **Work closely with business leaders** to translate strategic direction into a series of **actionable, measurable projects / initiatives** to achieve both short-term and long-term goals and objectives.
- **Create** and monitor short and mid-term **PMO roadmaps and strategies** to enable balanced performance and workload.
- Foster a **culture of continuous improvement**, identifying opportunities to streamline processes and enhance project management practices.
- Develop and maintain strong **relationships with stakeholders**, ensuring their needs are met and expectations are exceeded.
- Stay **up-to-date with current trends, technological innovations and best practices** in project management, incorporating relevant knowledge to enable business growth.

Business development

Portfolio mgmt

Leadership

Org. development

Manufacturing // Grundfos // COO – Group Purchasing
Sr. Project Manager at Purchasing Excellence

10.2021 – 12.2023

I'm overall responsible for the **Digital Strategy for Group Purchasing** within Grundfos. The programs and projects I lead **have an effect on ~10k employees, 18 systems and 30% of Grundfos suppliers**. In my role I also manage and **oversee the PMO team** within the organization.

Key responsibilities:

- **Project planning and execution:** defining project scope, allocating resources, managing risk, monitoring project KPIs and generating training materials with holding trainings.
- **Collaborating** with Grundfos entities in 3 regions (**EMEA, APAC, AMERICAS**) and suppliers worldwide.
- Regularly hold **executive level and organization-wide reviews** about Purchasing Digitalization Strategy.

Business development

Portfolio mgmt

Digitalization

Global

International co-op

Performance review of 2023

"Boni was establishing a solid base in several projects through on outstanding Business Cases she developed, along with supportive materials. Besides - she's been truly supporting the entire organization with value adding templates, methodologies and outstanding, high-quality presentations which were key to transfer the right message to Stakeholders." (by immediate director).

Achievements

Performance: over performer 2010-2024

UPC Management award 2012

UPC Star of Customer Care & Sales 2011

Newcomer of the Year 2010

Skills

English
German
Russian
Greek



Office 365
Monday.com
MS Project
Jira
SAP
SAP Ariba



Illustrator



Driving
licence



Studies

PMP certification in progress

LABA Project Mgmt. certification 2021

Moholy-Nagy University of Art & Design
Design Thinking certification 2017

GROW Leadership Academy 2012

FLOW Trainer & Coach Academy 2011

ELTE University Faculty of Law
Political science 2011

Interests



Energy // E.ON // Strategy – Product development

09.2019 – 07.2021

Sr. Operative Manager – Sr. Project Manager, Head of Implementation & Support

I started as a Senior Project Manager running **continues improvement and B2B development projects** and national tenders. Being promoted to Head of Implementation, my responsibility was to **lead a team of project engineers, managers and implementation specialists**.

Key responsibilities:

- **Manage the support team of project engineers, managers and implementation specialists.**
- **Schedule workload**, set team wise KPIs, provide **support and mentoring** for the team.
- Responsible for **renewable energy B2B product development & implementation projects.**
- **Look for business development opportunities** and evaluating new project ideas, setting business cases and business plans.
- Find international product/ portfolio solutions to implement for sales.
- **Plan the solution portfolio**, keeping track, evaluating on its performance.
- Work closely with other E.ON companies, taking part in **international implementation projects.**
- Maintain the department budget.

Business development

Portfolio mgmt

B2B & B2C

BC reform

International co-op

Telecommunication // Deutsche Telekom HU // Strategy

05.2017 – 06.2019

Sr. Operative Manager - Head of Campaign

As Head of Campaign Management, my role was to **ensure daily workflow for sales**, harmonize sales channels and **react quickly to market changes**.

Key responsibilities:

- **Manage the team with agile approach** and tools, provide support and mentoring.
- **Plan sales and campaign strategy short and mid term**, both regional & national and participate in operative transactions.
- Take part in **organizing local sales activities**, configuring and transacting local and national sales activities, campaigns.
- **Plan, calculate and regulate yearly, global campaign KPIs.**
- Order and monitor sales reports, **evaluate campaigns** to make (re)action plans.
- **Analyse sales performance**, harmonize different sales channels, remarketing.
- Take part in finalizing regional communication campaigns and POS materials.
- Develop, supervise the sales support systems, reports.

Global campaign strategy & mgmt

KPI planning

B2C

Telecommunication // UPC & Vodafone // Sales

10.2009 – 10.2016

Customer acquisition marketing expert

As a Customer Acquisition Expert I was **responsible for the go-to-market strategy and execution on new built area** of UPC (with residential customer focus).

Key responsibilities:

- Find out, initiate, prepare for approval and track the **execution of new build campaigns**.
- Generate **offers for residential sales campaigns**.
- **Analyse market trends**, competitive activities, industrial changes and developments.
- Create **end-to-end go-to-market strategy by settlement** (contracts, offers, comm. activities).
- **Collaborate with Corporate Operations** of Liberty Global to implement templates & workflow, best practices.

Head of outbound Telesales

01.2012 – 05.2015

As Head of outbound Telesales it was my responsibility **to schedule work for 3-10 external Call Centers**, provide **support and balanced workload for internal teams** and make sure to keep a **low fluctuation level with motivating commission system**.

Key responsibilities:

- Manage the internal teams (40 FTE) and the outsourced Telesales partner network (3-10 companies, 50-250 FTE)
- **Recruit, train and motivate** the team
- **Define** monthly, quarterly and yearly **budget & KPIs**
- Calculate & **redesign commission system**, define internal teams' and external partners' KPIs

Commission redesign

International co-op

Tender redesign

B2B & B2C

BC reform

A few of my projects

Manufacturing // Grundfos // COO – Group Purchasing
10.2021 – 12.2023

Ariba implementation projects – Contract mgmt, Seller integration

1,5 yrs ~ 50 FTE // hybrid method // Business PM, PM // <1m EUR

Risk assessment solution for operations

1 yr ~ 30 FTE // agile method // PM // < 500k EUR

Procurement intelligence software integration

2 months ~ 10 FTE // agile method// PM // <70k EUR

Energy // E.ON // Strategy – Product

development

09.2019 – 07.2021

E-mobility – Home charging development

1,5 yrs ~ 30 FTE // hybrid method // PM // <300k EUR

Supplier journey development

1 yr ~ 10 FTE // agile method // PM // < 150k EUR

Waste heat utilization

6 months ~ 10 FTE // hybrid method // PM // < 1,5m EUR

Governmental tender for a project w renewables & smart city

2 months ~ 50 FTE // hybrid method // <4m EUR

Telecommunication // Deutsche Telekom HU // Strategy
05.2017 – 06.2019

Telesales efficiency development

1,5 yrs ~ 15 FTE // agile method // Business PM // <300k EUR

CRM system implementation

2 yrs ~ 100 FTE // agile, design thinking & Scrum method // Business PM // < 1,5m EUR

Telecommunication // UPC & Vodafone // Sales & Marketing
10.2011 – 09.2016

Acquisition – New Built are Go-to-market projects

1,5 yrs ~ 50 FTE // waterfall method // Business PM // <7m EUR

CRM system implementation

3 yrs ~ 100 FTE // hybrid method // sales stakeholder & Business PM // < 1,5m EUR

Call Center software implementation & development

3 yrs ~ 20 FTE // hybrid method// PO & PM // <300k EUR