



József Fülöp

People, project, and program management | Digitization and digital transformation | ERP and business solution and product management | Automation, analytics & BI, data & AI

About me

Business and technology

- Experience in managing diverse programs and retail technology transformation projects across multiple business domains like Finance, Controlling, IT or Analytics & AI
- Overview on all core IT, business- and controlling processes, expertise in ERP system development, operation and management and process automation solutions.

People, project, relationship and solution management

- 10+ years of experience in people management, C-level collaboration.
- Managing AI, GenAI and BI product strategy to enhance data-driven decision making in the operation, introducing new technologies like machine learning, predicting with probabilistic modelling.
- Managing large scale programs and projects like pilot SAP ERP implementation and operating an Oracle based ERP and business application portfolio of a market leader retail company.

Work experience



Education

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| Corvinus University of Economics | János Neumann Faculty of Informatics | Courses |
| Master's Degree | University Óbuda | System Thinking Structuring Machine Learning |
| 2000-2006 Budapest, Hungary | 2002-2006 Budapest, Hungary | Projects Data-Science Oracle PL/SQL |

Attitude and personal skills

- In-depth business and technology understanding. Process oriented, analytical approach with efficient working style. Global mindset.
- Focusing on deliverables, added value and results. Critical thinking, decision making and problem-solving skills with enhanced presentation and training skills.
- Conflict resolution focused attitude. Strong abilities in prioritizing and in effective teamwork. Change management expertise.
- DevOps and Design and System Thinking orientation. Usage of different project management methodologies like Agile, Scrum, Waterfall, etc.

Management competencies

- Experience in managing cross-functional teams with team size bw. 10 and 40. Led multi-disciplinary strategic projects. Experience in vendor and technology partner management.

Major achievements

- Led the successful implementation of SAP Retail by a leading retail company.
- Implemented forecasting solutions in financial planning and in operative supply chain solutions.
- Secured 0/24 flawless operation of the business critical ERP solutions of a leading retail company.
- Transformed reporting into a modern analytics department.

Language Knowledge

- English and German: Fluent
- Hungarian: Mother tongue

• Head of Product | Lidl International, Analytics, Data & AI CoE

03/2019 – 09/2025 | Budapest, Hungary

- Responsible for AI, GenAI & BI solution management and strategy, management of a team of skilled business analysts and data scientists. Managing product lifecycle in our internal cloud based SaaS environment from product ideation, specification, resource planning, delivery plan tracking, testing and implementation to reach the defined development goals and value.
- Keeping project sponsors, vendors and the team informed as well as presenting and explaining the achieved results to the management boards, C-level executives.
- Major achievements:
 - Led the implementation of GenAI-powered predictive tool to improve the accuracy of the financial and performance planning.
 - Implemented logistic solution with probability forecasting technology improve the profitability of certain vulnerable products. Managing the creation of data pipelines and business intelligence solutions with agile and devops principles.

• Head of Financial Controlling and Analytics | Lidl Hungary

10/2016 – 02/2019 | Budapest, Hungary

- Responsible for the following areas: FP&A, Financial Controlling and Analytics. Managing a team of skilled financial controllers, data analysts. Overseeing the financial controlling relevant projects and managing the operational controlling processes, annual financial planning, budgeting, and forecasting. Close collaboration with Tax, Treasury, Accounting and the Board.
- Ensuring the transparency of operational financial results by the month and year closure processes. Interpreting and presenting performance reports, P&L statements and further KPIs to the management board, developing business strategies based on created forecasts. Ensuring compliance with regulatory requirements and internal controls.
- Major achievements:
 - Reshaping the classic Controlling team into a modern department with capabilities the give strategic support to the business operation and the management board.
 - Establishing a modern data analytics team within the controlling with advanced capabilities for data visualization with trending dashboarding incl. data analysis and data mining and automation.

• Program Manager - ERP implementation | Lidl Austria

07/2013 – 12/2015 | Salzburg, Austria

- Managing the first roll-out of a customized SAP Retail solution as an operational ERP system in Austria.
- Leading a large project team of business key-users, my role was to ensure the creating and developing test- and training concepts, implementation and migration plans, roll-in strategies and to engage with the stakeholders, C-level operatives, local and international management boards, leading the organizational change, ensuring governance and compliance standards were met.
- Major achievement: successful go-live(s) without any major critical error. Operation of the retail processes were continuous.

• Head of Business Solutions | Lidl Hungary, Business Solutions

11/2010 – 06/2013 and 01/2016 – 09/2016 | Budapest, Hungary

- Product management of the business systems and operative ERP software portfolio. Leading and promoting technological advances and innovations to drive continuous improvement in key business processes. Ensuring the flawless day to day operation of the ERP and related business systems. Managing a team of skilled business analysts and technical experts.
- Building a strategic relationship with the business departments, developing implementation roadmap and integration strategy, leading the organizational change. Working closely with third party suppliers and leading vendor management activities.

• Business Analyst | Lidl Hungary, Business Solutions

08/2006 – 07/2010 | Budapest, Hungary

- Product management for diverse business processes: supply chain, sales operation, finance and reporting, HR.
- Responsible for product lifecycle management, gathering requirements, data analysis, solution design, process improvement, testing and implementation, change management, training and user support.
- Ensuring continuous support of business critical processes.
- Leading the development of diverse individual solutions (e.g. due to national compliance requests) and ensuring flawless implementation.