

Dariusz Kamiński, MBA

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Interim Manager / CEO

Experienced Interim Manager and CEO with 20+ years' experience in business management and project management. Expertise in new technologies, telecommunications and business strategy. Excellent knowledge of railway and transport markets. Skill and accomplishments in negotiation and sales. Managing 300+ employees and distributed structures. Executive MBA (University of Illinois, USA); Fluent English.

- Strategic management
 - Organization restructuring
 - Change management
 - New market development
 - Building key relationships
 - Team building and management
 - Employee recruitment
 - Employee development
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Recent Interim Projects

Company Sp. z o.o. - start-up:

Started off a legal and financial office. 3-year development budget of **PLN 2.5 M**.

Developed the project **budget**, organizational **structure**, and market entering **strategy**; recruited employees, developed a franchise concept and designed the franchise agreement; engineered project negotiations with two international banks; acted as board director before giving the company over to one of its partners.

Company 02 Sp. z o.o. - IT integrator, specializing in hosting and collocation. Implementation resulted in estimated additional revenue of **PLN 15 M**.

Committed by the board of directors to develop and implement a strategy of entering new business areas (railway projects, software, GSM equipment installation and maintenance services).

Company 03 S. A. - one of Poland's biggest IT integrators. Project value: **PLN 30+ M**.

Supported the board of directors in preparing a project related to railway market that transcended the company technological competence. As a result, an advanced technological offer was created for the XXXX.

Company 04 Sp. z o.o. - IT integrator specializing in cordless technologies. Estimated growth projection: **PLN 10-30 M yearly**.

Committed by the board of directors to develop and implement a **strategy of organization restructuring** for new technologies and entering the railway and construction markets.

Company 05 S.A. - big stock market quoted construction company active in the railway market. Prepared offers worth PLN 800 M and PLN 1.2 B.

Committed by the board of directors to develop and implement a strategy of **entering new markets**; developed the conception of telematic and telecommunicative products on the railway and broadband network markets; implemented a new organization of manufacturing in broadband network development.

Company 06 - one of Poland's biggest XXX companies, stock market quoted. Project value of PLN 800+ M.

The board of directors needed a risks analysis with respect to the selection of a GSM-R technology supplier for safe implementation of the XXXX Project.

Professional Experience

Interim Manager

2013+

Independent business consultancy activity

VVVVV Polska Sp. z o. o.

2011 - 2012

Sales Director

Selling GSM-R on the railway market supporting Nordic Region and CEE (22 countries)

- Managed a team preparing three technologically complicated offers - two for PLN100+ M each and one for PLN 350+ M

CCCC Sp. z o. o.

2010 - 2012

Sales Director

- Effected sales to RRRR Group - contracts totalling € 5 M
- Won EEE first and so far only tender for GSM-R (involving the whole CORE Solution for Poland) amounting to € 10 M

Company Sp. z o. o.

2006 - 2010

Acting CEO

- Procured first XXXX project on a VoIP market worth \$ 1 M
- Negotiated a PLN 1.5 B contract with BBBB (including funding)
- Procured \$3 M in contracts in spite of HQ (VVVVV) declaring bankruptcy of VVVVV Polska
- Created and performed a presentation for the XXX Ambassador to Poland and XXXX Embassy Chamber of Commerce 10-person team, concerning Polish CCC branch bankruptcy proceedings - supported by EDC credentials
- Represented company in negotiations with Administrator (E&Y) and a legal advisor firm serving E&Y during company bankruptcy proceedings. Negotiated employee transfers to A, B, C, D

Company 02 S.A.

2004 - 2005

Software Department Director - SAP, Oracle and Training sections

- Carried out restructuring of the branch
- Sold SAP project implementations to Client 01 and Client 02

Company 03 Sp. z o. o.

2003 - 2004

Account Director

- Won the tender on SAP software and services provision for Client 01. - joint tender with business partner IBM

Company 04 Sp. z o. o.

2001 - 2003

Territory Account Manager

- Procured a multimillion Energis contract by tender
- 3-time honourable mention for excellent sales achievements in Manager of the Quarter competition

Company 05. z o. o. (transport industry)

2001 - 2001

CEO / Interim Manager

- Developed and implemented the organization's development strategy
- Supervised a business processes optimization and financial performance improvement project
- Implemented a remedial plan based on strict control of financial flows and restructuring employment to achieve a positive balance sheet and release funds for business development.

Prior experience included working as Sales Manager and Key Account Manager for XXX and BBB in 1998-2001.

Education

University of Illinois, USA

Executive MBA

- Developed a comprehensive development strategy for XXX company; 1st place in MBA college competition *The Best Strategy for Company Development*; the strategy was implemented by XXX company.

University of Warsaw, Poland

Master of Arts, Faculty of Management

Military University of Technology in Warsaw (WAT)

Master of Engineering, Faculty of Mechanics

Individual Syllabus, 1st rank graduate in his course