

Beating the Crisis

Win or Lose



Howard Polinski

Partner,
Head of Business Performance Services,
KPMG in Russia and the CIS

Qualification

Executive MBA – University of Chicago Graduate School of Business – USA.

MA Degree (first class honors) in Law, Warsaw University – Poland (2000).

MA Degree (first class honors) in Economics, Warsaw School of Economics – Poland (1999).

Experience

Business strategy and value-based management. Has applied a broad and deep toolset in strategic market analysis, capability assessment and financial modeling to define corporate/business unit strategies and guide major investment decisions.

Operational management. Has developed operational strategies and designed full Operating Model for an outsourcing and medium-sized production companies, performed an operational assessment/cost reduction, led complex business process reengineering program.

Business application of technology. Has advised clients on the planning, architecture and design of technology-based business capabilities, in the areas of net centric distribution

channels, core transaction systems, Customer Relationship Management and operational risk management.

Engagement supervision. Successfully managed multiple engagements, including management of large, complex and lengthy project of up to 25 full-time consultants and over 100 Client personnel involved during 12 months.

Regularly contributes to development of leading-edge thinking for both internal and external audiences, co-authored consulting methodology in Global Development Center in USA, published approx. 20 papers in professional journals.

Definition of corporate strategy, conceptual design of new Operating Model, definition of full spectrum of business processes, managing the transformation program for one of the largest Russian packaging production companies.

Operational Efficiency/Cost Reduction initiative for a major commercial bank listed on stock exchange – 45% headcount optimization achieved without impeding short term and long terms viability of the business.

Cost reduction program for major Russian vertically integrated steel producer. Cost optimization achieved – ca. 8% of cost base.

Procurement function redesign for major Russian power&utilities company – Cost optimization achieved – 15m USD per annum.

Focus on Banking/Insurance, Consumer/Industrial Products, Oil and Gas, Telecommunications, Metals & Mining.