

Marcin Okoński

Education

10.2001 – 12.2006 **Warsaw School of Economics, Poland**

- Graduated with honors – major Finance and Banking (MA)
- Specialization: Corporate Finance

02.2004 – 07.2004 **Vienna University of Economics and Business Administration, Austria**

- Department of Business Management
- Modules: Business Administration, Negotiation strategies and techniques (Harvard Law School Program), Risk Management, International Corporate Finance

Experience

06.2008 – present – **Principal at A.T. Kearney, Warsaw office**

- Leader of Private Equity (M&A) practice in EE markets
- Industry expertise: Private Equity, Financial Services, FMCG, Retail, Payments
- Functional expertise – Value Creation Plans, Top line improvement projects (including Sales Boost), Commercial Due Diligence, Business / corporate strategy, Process and cost transformation
- Led and participated in multiple domestic and international projects with focus both on strategy and operational areas – selected consulting experience:
 - Value Creation Plan for a leading CEE Debt Management Company
 - Transformation Plan (design and implementation) for a leading EE Debt Management Company
 - Multiple (>15) Commercial Due Diligence projects – both Buy and Sales side
 - covering financial institutions groups (banks, payment operators, debt management companies), retail, leasing companies, outsourcing companies
 - supported successful exits of Enterprise Investors (9 x cash return) and Abris portfolio companies
- Delivered several strategies bringing significant impact on client business model and their market success. Managed to generate and deliver >1 bn EUR value added in different areas of organizations in multiple businesses across the globe

06.2006 – 05.2008 – **Senior Consultant at Booz Allen Hamilton, Warsaw office**

- Project with a strong focus on Telecommunication Sector and Transportation
- Dealing with several business challenges among others:
 - Growth Strategy for Broadcast Network Operator
 - MVNO Market Entry into CEE Mobile Markets
 - Due Diligence of Rail Logistics Operator
 - Reorganization of IT Department for CEE Telecom
 - Logistics Strategy for CEE Oil and Gas Company
 - Call Center Optimization for Insurance Company
- High exposure on senior management of client
- Active participation in presentation for the client and workshops

Language Skills

- **Polish** – native speaker, **English** – fluent

Interests

- Reading books (history, business), soccer (mainly passive spectator), travelling, tennis (active player), jogging

References available upon request