

Marko Posavec

SUMMARY OF QUALIFICATIONS

- Possesses a strong Project Management background, with over 15 years of experience in the Project Management profession
- Proficient in Agile methodologies, project planning, budgeting and governance, contract management, and vendor management
- Expertise in recovery project management
- Demonstrates strong knowledge in various areas, including Scope management, Time Management, Risk Management, Communication Management, Quality Management, Change Management
- Displays a strong sense of responsibility towards Sponsors and Stakeholders
- Extensive experience working with IT industry, Telcos, Financial institutions, and Manufacturing Industry
- Leads international project teams of up to 20 individuals
- Possesses Business Analysis skills
- Familiarity with working in accordance with ISO 9001, ISO 14001, ISO 27001, and ISO 50001 standards

CERTIFICATIONS

- | | |
|--|-------------------------------|
| ▪ PMI Agile Certified Practitioner (PMI ACP) | March 2023 |
| ▪ PMI Certified Project Manager Professional (PMI PMP) | May 2015 |
| ▪ Salesforce Certified Business Analyst | April 2023 |
| ▪ Salesforce Certified Administrator (SCA) | February 2019 |
| ▪ Member of the Project Management Institute (PMI) | since 2017 |
| ▪ IPMA Certified Project Manager Level C | February 2009 – February 2014 |

SUMMARY OF SKILLS

ORGANIZATIONAL SKILLS:

- Demonstrates excellent planning and organizational skills, validated by successful completion of numerous complex projects within budget and on schedule
- Possesses a strong sense of prioritization and strategic thinking abilities, developed through collaboration with diverse steering committees and management boards
- Possesses very good analytical skills developed through involvement in projects spanning multiple industries

SOCIAL SKILLS:

- Acquired excellent communication skills through project management experience in both the private and public sectors, as well as through collaborating within international teams
- Possesses the ability to initiate change and maintains a positive attitude towards it. While working in young companies, I took on the responsibility of optimizing existing business procedures and creating new rules
- Team player, performing at my best while working with my team
- Goal-oriented, flexible, active listening skills

TOOLS SKILLS:

- Atlassian: Jira, Trello, Confluence; Microsoft: Office, Project, SharePoint, Visio; Smartsheet; Oracle: Primavera

PROFESSIONAL EXPERIENCE

Drawing upon a Project Management career of 15+ years, I remain passionate for leveraging my leadership skills to spearhead IT projects from conception to completion with keen emphasis on achieving business goals and providing new value through projects.

I am passionate about launching successful valuable products providing the best user experience for clients, organizing effective collaboration with stakeholders and partners, and providing effective leadership and guidance to cross-functional teams working on global enterprise projects.

SENIOR CONSULTANT - PROJECT MANAGER, TEAM LEAD

CloudSense Ltd, London/Zagreb

May 2017 - today

- Managing Salesforce and CloudSense implementation and customization projects for clients in Telco and Media industries
- Responsible for project budget, margin, and milestones
- Frequently interfaces with business lines, including management, and/or internal resources to ensure quality, timeliness, and testing of all project/release work
- Major clients: Elisa (Finland), A1 (Austria), BT (UK), O2 (UK), Liquid Intelligent Technologies (Africa and UK), Foxtel Media (Australia), Politico (USA), Electricite de France Luminus (Belgium)
- Development and inducement of upgrades to the Project Management Office (PMO) methodology
- Conducting interviews, facilitating onboarding processes, and providing coaching and mentoring to newly hired Project Managers
- Assuming responsibility for Project Managers, their work and their career development within the EMEA region
- **References:** [Nino Strmo](#), [Goran Posilovic](#)

SENIOR PROJECT MANAGER, DOK-ING Ltd, Zagreb

January 2015 – May 2017

- Project manager from DOK-ING's side on a €6.7 million EU funded project named *JOSPEL*, developing a novel energy efficient climate system that improves the operating range of electric vehicles by optimizing the energy consumption and battery efficiency of the vehicles, project successfully carried out between 14 partners from 9 different EU companies, all involved in electric mobility
- Leading the application for 2 R&D EU funded projects, in a scope of Horizon 2020 programme and Competitiveness and Cohesion 2014-2020 programme
- Project manager for company's largest project in 2016: upgrading, manufacturing, and delivering 11 of DOK-ING's largest Mine Clearance Systems MV-10 to a buyer in the Middle East. Contract worth more than \$13 million
- Development of upgrades to the Project Management Office (PMO) methodology

SENIOR PROJECT MANAGER, s IT Solutions Ltd (Erste bank), Zagreb

November 2012 – January 2015

- Project manager for Initiating phase for the project of implementation of a bank IT system in Sparkasse Bank Macedonia (Erste bank subsidiary). Project was initially part of the program of 3 similar projects, but later scope was reduced, and Program of projects changed to single project in North Macedonia

- Assigned as Business team leader for implementation of bank IT system in Sparkasse Bank Macedonia. Project lasting 20 months, worth over €3 million
- Managing team of 12 permanent members from Croatia and Macedonia, occasionally expanded to 20 members from business sector
- Very closely collaborated with Steering committee and bank's Management board
- On daily basis worked and collaborated with Project manager

PROJECT MANAGER, Omega software Ltd, Zagreb

March 2008 – November 2012

- Project manager for ERP (Enterprise resource planning), BI (Business Intelligence) and DMS (Document Management System) projects both in public and private sector
- Managed complex IT projects up to 500.000€ budget and lasting from 6 to 15 months
- Managed subcontracted consultants and partners, ensuring that projects are implemented on time and that they fulfill all customer requests
- Closely collaborated with the management and administration of the client in analyzing requirements and defining clear project goals

EDUCATION AND TRAINING

FORMAL EDUCATION

- Mag. ing. aeroing., Faculty of Mechanical Engineering and Naval Architecture, University of Zagreb

TRAININGS AND SEMINARS

- May 2008 – present: I have attended more than 30 diverse business trainings and seminars covering various topics related to Project and People management, as well as Business Analysis

OTHER SKILLS

LANGUAGES:

- **Croatian:** mother tongue
- **English:** excellent oral and writing skills, international C2
- **German, Czech:** basic user, international A1

CONTACT

- E-mail: marko.posavec@gmail.com
- LinkedIn: <http://hr.linkedin.com/in/markoposavec>
- Mobile: +385 91 6116 091
- Address: Srednjak 13, Zagreb, Croatia
- Day of birth: May 24th 1978