

DANIELA BUJIC

Head of Performance Mgmt. for Czech, Slovakia & N. Macedonia (DT AG, Segment Europe)



- 17y of leadership experience
- Vast international background
- Broad knowledge across Finance (Audit, Procurement, Controlling, M&A) combined with strategic understanding

KEY ACHIEVEMENTS

Pioneering work:

- Set up new area in EU, "Asset Mgmt" driving some key portfolio decisions, such as acquisition of UPC in AT or de-investment of our Albanian asset
- Successful set up of new procurement operations in a very complex environment

Introducing an innovative, strategic decision making tool "war gaming" in our EU countries.

"Fire Mgmt" –leading task forces in Romania to support delivering financial results

Planning & execution of a real estate project worth €50m (DT HQ building)

Work Experience Overview

- 09/20 – present **Head of Performance Mgmt. for 3 countries (Czech, Slovakia & N. Macedonia) DT AG**
- 06/17 – 09/20 **VP Asset Development Europe, DT AG**
- 02/14 – 06/17 **Area Manager for Romania, Deutsche Telekom (DT) AG**
- 03/10 – 01/14 **Director Real Estate & Logistics, Makedonski Telekom Group**
- 06/06 – 03/10 **Director Procurement, T-Mobile Macedonia**
- 03/02 – 06/06 **Senior Auditor, T-Mobile International AG**

Education & Qualifications

Graduate in Business Management, Double Diploma in German and French

10/97 – 07/01 **International Business German/French – University of Dortmund (FH Dortmund)**

08/99 – 07/00 **International Management – Grande Ecole EPSCI (Group ESSEC) in Paris**

Membership in Corporate Bodies

2014 – 2021 **Observing a mandate as Member of Board of Directors of Telekom Romania Mobile**

2018 – 2021 **Chairman of the Supervisory Board of Slovak Telekom**

2021 – present **Chairman of Audit Committee of TMCZ and Slovak Telekom and BoD member of Slovak Telekom BoD**

Additional Qualifications

09/95 – 07/97 **Apprenticeships as Economic Assistant for French and English Economic School in Essen**

2004 **CIA - Certified Internal Auditor**

Languages & Skills

Mother tongue **Serbian, German**
Fluent **English, French, Macedonian**
Basic knowledge **Italian**

Personal Interests

Rotary Membership – President Elect 2014-2015, Rotary International Macedonia
Sailing & Travelling

Professional path

09/2020 – present

Deutsche Telekom AG, Finance Department Europe

Head of Performance Mgmt for Czech, Slovakia, N. Macedonia, team of 5 people

- Responsibility for financial planning, reporting and steering incl. definition of financial and business targets for the subsidiaries & its management
- Lead preparation of regular performance touchpoints and Mgmt. briefings
- Supporting EU Mgmt in decision making process related to the three subsidiaries
- on EU HQ side preparation of mid term strategic planning for the subsidiaries
- Ensuring transparency of financial development for respective countries vis-a-vis different stakeholders (e.g. audit, investor relations, external partners, etc.)

06/2017 – 09/2020

Deutsche Telekom AG, EU Strategy & Portfolio Management Department

Vice President– Asset Development Europe, team of 7 people

- Set up of new department being responsible for whole EU asset portfolio (10+ countries)
- Identification of portfolio opportunities and threats, incl. development of concrete change plans with strong focus on inorganic / M&A focus
- Driving some key portfolio decisions such as acquisition of UPC in Austria
- Development of market and competitive scenarios to support strategic decisions. Introducing “Business War Gaming” as one of innovative strategic tools.

02/2014 – 06/2017

Deutsche Telekom AG, Strategy Execution & Performance Department

Area Manager for Romania

- Providing strategic and operational guidance for affiliated companies in Romania
- Driving development and implementation of business initiatives, oversight of operational performance
- Leading Task Force teams on site to support achievement of financial results
- Being key liaison in complex environment of three shareholders and multiple entities

03/2010 – 01/2014

Makedonski Telekom Group (1000+ employees, €266m of Rev.) - Finance Area

Ex. Director Real Estate (RE) & Logistics Department, team of 50 people, reporting to CFO

- Responsible for corporate real estate portfolio (≈400 premises), mobile and fix telecom network as well as warehouse operations and distribution
- Optimization and transformation of RE portfolio, responsibility for construction of new Headquarter building. Project value €50m
- Settlement of property and ownership status of all corporate RE and network assets
- Annual budget responsibility of €7m

06/2006 – 03/2010

T-Mobile Macedonia (400+ employees, €168m of Rev.) - Finance Area

Director Procurement Department, team of 10 people, reporting to CFO

- Responsible for setting up a new, fully centralized procurement department along with all related process and governance framework
- Owner of all strategic sourcing and operational procurement activities in the company
- Single point of responsibility for all commercial and contractual negotiations
- Integration in Deutsche Telekom and Magyar Telekom Group Procurement practices
- Average annual purchasing volume of €50m

03/2002 – 06/2006

Deutsche Telekom (DT) & T-Mobile International

Auditor, Senior Auditor

- E2E responsibility for operational and financial audits at DT subsidiaries in CEE & TMUS
- Key topics audited: Sales & Marketing, Procurement. Fraud related audits