

Radovan Dršata

PhD, MBA

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Vienna, Austria

Resume, Skills & Assignments



In a nutshell

- Passionate ICF certified Coach, Consultant & Interim Mgr. with happy customers
- 25+ years success record in sales, people management
- Extensive knowledge of the EMEA IT market
- Fluent in 5 languages: Czech, English, German, Russian, French
- Passionate negotiator, speaker, published author, video creator
- Avid university lecturer

Professional Successes

- Developed its own Coaching method ROC – Result Oriented Coaching
- Established own client base as a certified Coach & Consultant in DACH, CZ, SK
- Repeatedly overachieved personal & team sales targets by 10% - 20%
- Directed EMEA / CEE business teams for IBM and HP
- Managed 100 employees and reorganized sales teams
- Multiple “best speaker” awards

Job History

Since June 2020

Coach & Consultant – (details see last page)

- Over 50 clients, from startups to large corporations, profited from me as:
 - *Coach* (business issues, people & project management)
 - *Consultant for revenue Growth* (growth, change management, sales)
 - *Interim Manager* (bringing to real business life what I preach)
- Created & posted 200+ LinkedIn videos on management and sales
- Lecturer at the Webster Vienna Private University

Apr 2019 – Jun 2020

A1 Digital / Exoscale

- Built-up and led an international team of cloud architect across DACH region
- Generated pipeline and negotiated deal closings
- Presented at conferences (Best Speaker Award), published articles on cloud

Oct 2018 – Mar 2019

Byrd technologies – Business evangelist

- Coached the team to double the speed of signing new contracts.

Oct 2017 - Sept 2018

GoodData - Director Sales EMEA

- Assumed responsibility for the whole European revenue
- Defined the best Route-to-Market for GoodData in EMEA

Jun 2012 - Sept 2017

Hewlett Packard Software / Microfocus

Executed several people management and business development positions

2015 – 2017 Director Strategic Partners EMEA

- Overachieved sales target of \$15M by 20%
- Headed SW Channel business expansion into GER, UK, F, CH & CEE with \$25M revenue responsibility

2013-2014 **Alliance & Channel Manager CEE**

- Delivered \$30m revenue and thus overachieved by 10%
- Introduced new compensation schemes for channel partners
- Presented as a key-note speaker on several channel events
- Cultivated Deloitte and Accenture alliances in CEE

2012-2013 **Alliance & Channel Manager CEE**

- Outperformed by achieving \$10M through rebuilding sales teams in CZ, SK, HU
- Published several articles on Big Data, Security and Software buying decision

Aug 2003 - May 2012

IBM

Executed following CEE positions in the IBM-typical 2-3 years job rotation: Competitive Software Leader (2012), Software Group country manager (2009), Business Development Executive for Strategic outsourcing (2007), Leader Lotus Software Leader (2005), Leader Rational software (2003) where:

- Managed 100 employees (sales, pre-sales, technical, projects, operations)
- Managed Lotus Partners across the whole CEE with a 10% revenue growth
- Identified and appointed new channel partners in Russia
- Achieved all high revenue of \$25M for IBM software group Czech Republic
- Identified \$10M outsourcing opportunities in multiple CEE countries
- Generated \$2M additional revenue through meticulous compliance execution
- Directed introduction of a new brand in Turkey, Poland, Russia and Czech

2002 – 2003

Country manager Rational Software Austria (IBM acquired Rational 2003)

- Achieved 14% growth, led a team of 15 employees, full P/L responsibility

1996 – 2002

Atos Origin, Austria - account manager

- repeatedly achieved targets of \$1.5M, designed & managed outsourcing contracts, directed company expansion to the Czech Rep.

1991 – 1995

Sapiens / SmartStar, Austria - senior consultant in EMEA

1990 – 1991

UCTC, Czech Republic - technical advisor to Czech-French IT project

1988 – 1990

Alwil, Czech Republic - database programmer

1986 - 1988

Technical University Prague, Czech Republic – researcher

Education

1998 - 2000

PhD – University of Business and Economics, Vienna.

1996 - 1998

Executive MBA, California State University Hayward – Imadec Vienna

1981 - 1986

Technical University Prague, majored in Technical Cybernetics

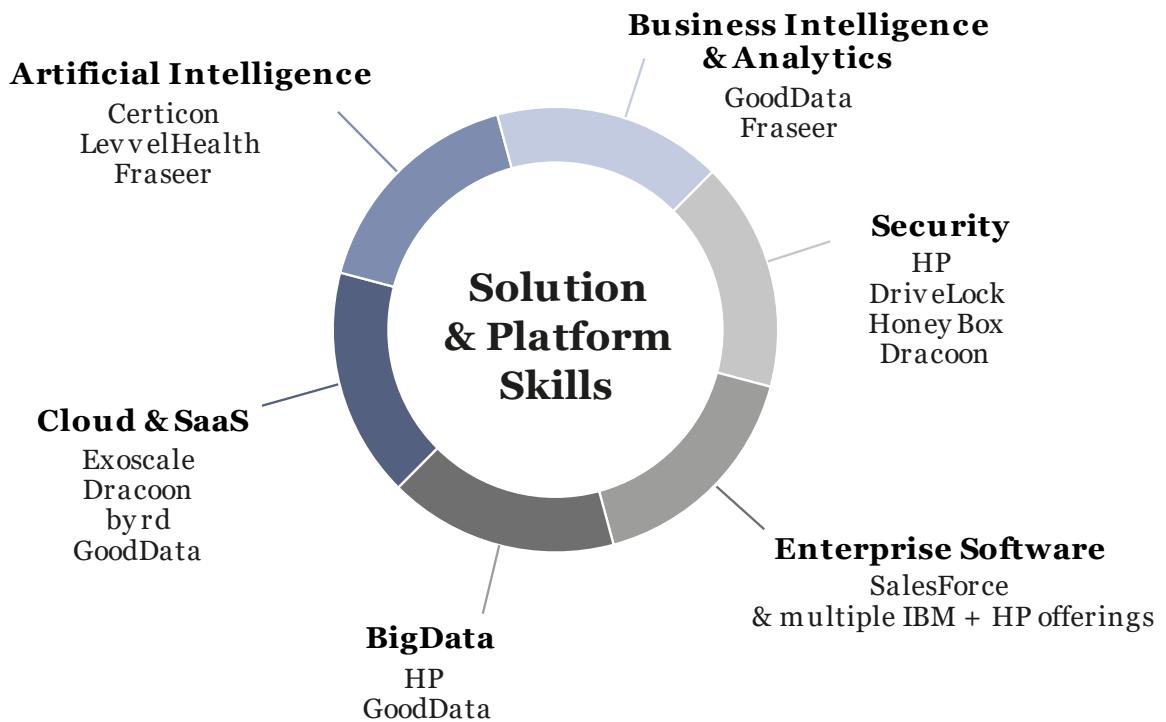
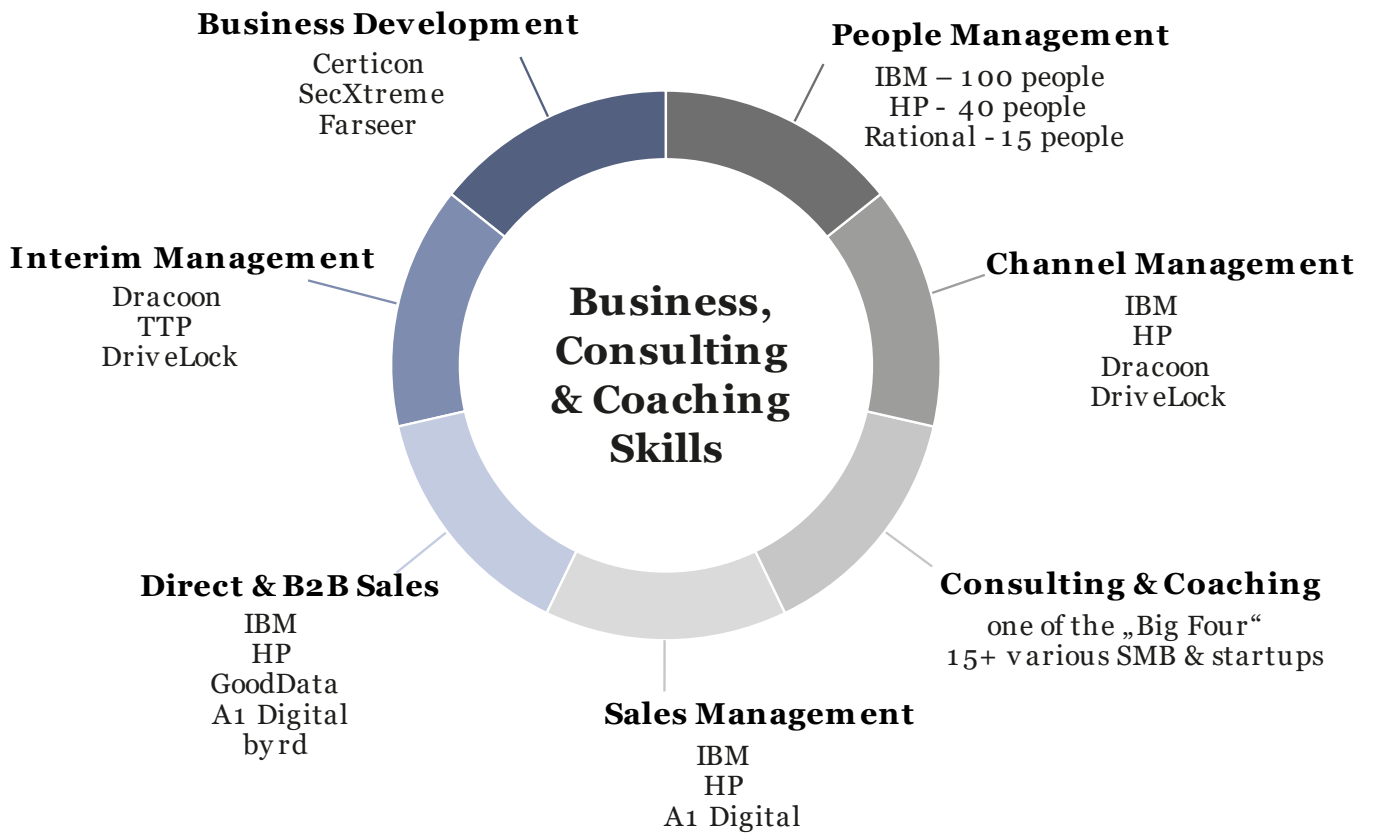
Languages

Czech (native), German & English - fluent, French, Russian – presentation level

Personal

native Czech living in Vienna since 1991, married, two adult daughters, book author

Gathered Skills and Experience



Some of my assignments since 2021

Coaching / Consulting / Training

- Coach – for a future partners of one of the “Big Four” accounting firms
- Coach – for a Nordic IT-Services provider
- Coach – for a German sales team of an US security software vendor
- Coach – for a Sales Manager with a leading Czech IT services provider
- Coach – for a CEO of a German utility company
- Coach – for an Austrian IT-services company
- Coach – Sales growth for a Czech architect office

- Consultant – Sales growth, German vendor of software for print media
- Consultant – Sales growth for an Austrian AI vendor of energy optimization solution
- Consultant – Customer Success for a German security software vendor
- Consultant – EU expansion for an Czech AI vendor
- Consultant – IT strategy for a major Austrian
- Consultant – Sales + Presentation for 8 Austrian Startups
- Consultant – incentive plans for AT-DE SaaS provider of insurance solutions

- Sales Trainer – Czech IT services provider
- Sales Trainer – a German SaaS provider of HR Solutions
- Sales Trainer – the EEA Sales Team of an US pharma vendor

- University Lecturer for Digital Economy at the Webster Vienna Private University

Interim Management

- DACH + CEE – German Security Software vendor
- DACH + CEE – Croatian AI vendor of financial planning & analysis
- DACH + CEE – Danish AI vendor of health care solution
- Europewide for – Czech AI vendor of video analytical solution
- Worldwide – Czech IT distributor extending its portfolio
- Germany - Channel Sales for a German Security SW Vendor
- Germany - Channel Sales for a German SaaS provider of Secure File Transfer
- Austria - Direct Sales for an Austrian Recruiting and Outsourcing Agency