



# MALGORZATA SZYNKARCZUK

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## GENERAL PROFILE

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Accomplished Professional with 20 Years of Experience in the Automotive Industry. A results-driven leader with a proven ability to drive business development, generate sales leads, and significantly amplify business revenues. Skilled in building and strengthening networks and sales channels and achieving financial objectives in both national and international markets within the automotive sector.

### Key Competencies:

- **Business Operations & Financial Management:** Extensive experience in overseeing business operations, analysing corporate finances, managing financial assessments, and conducting in-depth analysis to determine financial positions of partners.
- **Risk Analysis & Mitigation:** Demonstrated proficiency in risk analysis, mitigation strategies, and expenditure assessments.
- **Strategic Planning & Project Management:** Expertise in strategic sales planning, brand management, and alliance-building to secure large-scale, multimillion-euro agreements.
- **Automotive Business Distribution:** Proficient in directing automotive business distribution models, from sales and network development to customer financing management.
- **Leadership & Team Building:** An insightful leader and collaborative team player with the ability to motivate staff and colleagues to achieve optimal performance levels.

With a strong background in the automotive industry, I am adept at leveraging my strategic planning, financial acumen, and leadership skills to drive success in the commercial truck rental business. My ability to identify opportunities for growth, streamline operations, and foster a high-performance culture makes me well-suited for the role of General Manager.

### Proven expertise in:

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| • Business Development & Growth               | • Revenue & Profit Optimisation                |
| • Networking & Relationship Building          | • Issues Identification & Resolution           |
| • Team Building & Leadership                  | • Solution oriented mindset                    |
| • Strong Communication & Commercial abilities | • Finance Operations Management                |
| • Process & Performance Improvements          | • Sales Strategic Planning & Execution         |
| • Strong customer relationship skills         | • Impact of strategies on business performance |

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## PROFESSIONAL EXPERIENCE

### IVECO GROUP – Torino, Italy

#### Corporate FP&A Senior Manager, 2022 to Present

Executive Board financial support to the growth and effective management on corporate level all BU's. Financial analysis and reporting for corporate functions and completing ad hoc financial analysis for Board of Directors and Executive Management. Conduct analyses and reporting for corporate functions including monthly financial analysis, reforecasting, variance analysis, pipeline analysis, and graphical summaries of business unit financial performance. Support corporate consolidation analyses and reporting, including annual corporate budgeting process. Support the implementation of new financial reporting through BI dashboards developing functionalities. Support initiatives targeted at financial processes improvement and the implementation of changes to achieve efficiencies and the company's objectives in the areas by the full visibility & control over entire product mix within one digital solution, centric planning enable businesses to become agile, flexible & fast market responsive.

### CNH INDUSTRIAL SpA 2022 IVECO GROUP – Torino, Italy

#### Global Strategy & Business Developing, PMO SPIN OFF Global, 2021 - 2022

Reporting to Chief Separation Officer, support to the spin-off of CNH Industrial's On-Highway business (i.e., Commercial & Special Vehicles and Powertrain) aiming at maximizing management focus and flexibility, aligning investment priorities and incentives, better meeting respective business needs and optimize the cost and capital structure of both CNH Industrial and Iveco Group to drive profitable growth. Market Business Intelligence, assessment and execution of M&A and other inorganic transactions / investment opportunities (i.e., divestitures, JV, venture capital, minority investments and management of IP) to support the development and implementation of CNH's and its business lines' (mainly Commercial & Special Vehicles and Powertrain) technological, geographical and market growth strategy.

### PMO Key Contributions:

- **Program design:** Design clear governance structure to identify and cover all actual and potential issues as well as guaranteed project timeliness.
- **Lead diagnosis, planning, and execution of spin-off process.** Develop comprehensive checklist, milestone plan, and mitigation strategies. Manage workstreams, resolve issues, and address dependencies. Establish guiding principles, standards, and meeting routines for regular updates. Coordinate with external advisors
- **Tracking and reporting:** Establish and run efficient reporting cycles; Identify proven tools to track and steer the process.

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## CNH INDUSTRIAL SpA IVECO BRAND – Torino, Lyon

### Global Bus Business & Network Developing Director, Global Project Team Leader, 2019 - 2021

*Supported in timely delivery of multiple projects by directing project teams towards effective management of internal and external resources and creation of effective distribution models of customer deliverables through strengthening network chain.*

Manage all aspects of global heading bus business operations, such as leading network development teams and developing new products and services to augment customer base. Streamline company operations, increase and maintain service quality, and capture local market share by recruiting most talented personnel from local market and training on professional development. Perform a wide range of tasks, including directing operations for small and big organisations in automotive business, aligning plans with consumer-centric design procedure, and ensuring business growth in multi-disciplinary teams. Guide, coach, and lead dealer network and local sales teams through consulting and participation in team meetings towards work excellence and success through delivering exceptional consultation and actively participating in team meetings.

#### Key Contributions:

- Attained optimal results by acting as a main person to contact with Dealer's net, KA and following up on clients after successful completion of projects for ensuring client satisfaction.
- Resolved multiple people-related problems, such as staffing, earning, and development through overseeing ad hoc work streams and suggesting most appropriate solutions.

## CNH INDUSTRIAL SpA - IVECO POLAND – Warsaw, Poland

### Business Network Development Director for Poland & Ukraine, 2012 - 2019

Gained competitive edge and nurtured progressive opportunities by evaluating market trends and competitors working. Facilitated business by ensuring strategy markers in adherence to BER guidelines and execution of IVECO's principles among new business partners. Transformed and redeveloped network in accordance with sales potential coverage requirements and distribution model with a focus of surpassing business expectations. Analysed investment performance of candidates, while hiring 12 new partners in Poland and Ukraine in a professional manner. Developed highly performing and value adding workforce by recruiting most suitable individuals for the role and leading employees on company mission. Ensured successful execution of motivational programmes in the Dealer network by supervising all operations.

#### Key Contributions:

- Contributed to company success and growth by creating productive distribution plans and creating and applying quality principles for network as most efficient tool for Authorisation verification status.
- Set and met relevant KPI's by leading and supervising multiple dealer and sub-dealer and covering required territory.
- Played an integral role in generating dealer's profit margins, expanding business, determining, and leveraging new opportunities, and amplifying organisation recognition.

## Treasury & Credit Control Manager, Head of Commercial Lending, 2008 - 2012

*Realised financial objectives by maintaining smooth cash flow, directing forecasting analysis, efficiently handling credit operations, recovering credits, and evaluating rescheduling strategies.*

Handled and tackled business crisis duration (2008-2009) by coordinating debt activities and recreating financial system, such as renegotiating loan/credit lines and overrunning assets and liaising with Banks and Legal Offices. Executed 'Floor Plan' as dealer stock financing with CNH capital to streamline and improve processes and operations. Supervised retail financing and initiated effective sales methods and practices, while leveraging strong professional expertise and abilities.

#### Key Contribution:

- Cultivated long-lasting relationships with banks, legal offices IVECO's dealership, while managing all aspects of stock financing scheme.

#### Other experience:

Treasury & Credit Control Manager - **EDIPRESSE GROUP POLAND**

Financial Controller & Treasury Manager; Synergy PMO – **Mercedes Benz Group POLAND**

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## EDUCATIONAL BACKGROUND

**(MBA) Master of Business Administration** | University of Denver & Warsaw University of Management & Law, Denver, Warsaw

**Master Degree in Business Administration** | Warsaw University of Management & Law, Denver, Warsaw

**Master Degree in International Finance** | (SGH) Warsaw School of Economics, Warsaw

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## LANGUAGES PROFICIENCIES

English (Proficient) | Italian (Communicative) | Russian (Communicative) | Polish (Native)