

Curriculum Vitae

Tamás Giller

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Overview

- 5+ year in executive positions (COO, CFO).
- 15+ year experience in financial industry (as COO, CFO, Division manager, ERP project manager and consultant), 15+ year experience in information services, especially ERP systems, CRM systems and other kind of business applications (implementing, supporting, consulting).
- 10+ year hands-on experience in people management, team management.
- 5+ year knowledge and extensive hands-on experience in venture capital investments, startups, scaleups, mergers and acquisitions.
- Extensive knowledge in building global business (mainly in Europe and Asia), business models, business strategy, especially financial administration, operation and sales organisation (distributors, agents) and how to cooperate with international partners. I built and managed a German corporate operation.
- I have overall financial and accounting knowledge and a very good overview on the operation of the IT industry.
- Expertise in creating business plans, business models and measuring the results of the business with controlling (comparison of the fact business data with the business plan).
- Gained experience in different kind of industries such as information technology, commerce, e-commerce, product manufacturing, agribusiness, digital transformation, automotive industry, etc.
- Extensive experience in preparing and providing best practice, solution trainings and meetings to various customers. Expertise in product development, product management, product lifecycle.
- **Very strong decision making and problem handling skills.** *"You are like Mr. Wolf from Pulp Fiction 😊"*
- Strong knowledge in supporting project proposals and bids, creating guidelines, regulations, product documentations and proposal materials.

Achievements

- With my management Gremon Systems Zrt. is on the Deloitte Fast50 list of 2019 (CE region), 400+% growth in the last 3 years.
- I have won the Get In The Ring startup competition for V4 countries in Budapest, 2018.
- I have published my book about ERP systems in 2014 (<https://www.amazon.com/dp/B00PG7W5G4>)
- In the past five years all my official audits (tax, custom, investor DD, audit) closed without any findings or statement.
- I have managed more startup investment projects with full lifecycle from the first meetings to the investment contract (term sheets, DDs).
- I have participated more than a hundred ERP implementation projects.
- I edit a professional blog about IT, ERP, startup and business topics (www.erpblog.hu) and I publish at www.piacessprofit.hu and in the Computerworld magazine as a business expert, advisor.
- Mentor for a social startup project (program was organized by Erste Bank and IFUA Hungary).

Highlights

Professional Experiences

2015.04 – Now

Industry:
Startup/Agro
IT

Gremon Systems Zrt. (Wallis Group)

Hungary/Budapest, Szeged

Chief Operating Officer (COO), Chief Financial Officer (CFO), Member of the board

- Building up and managing the full operating administration of the company such as financial activities, HR, legal work, accounting, foreign expansion, sales administration, development. This position is equal to deputy CEO.
- Building the international business in scope with the strategy created by the board of directors.
- Participating in the operation of the board of directors as representative of the investor (member of the board).
- Managing the financial activities of the company. Supervising the accounting work. Liaison with authorities (tax, custom, audit, etc.).
- Managing the controlling activities, creating business plans, forecasts, making managing reports, controlling KPIs. Reporting to the company owners, investors, authorities.
- Doing contract management with customers, vendors, distributors, agents.
- Participating in the business process development and product management, strategy creation.
- Maintaining relationship with other managers. Managerial decision making.

2016.03 – Now

Industry:
Startup/Mobile
tech

SCOLVO Zrt. (Wallis Group)

Hungary/Budapest, Miskolc

Chief Financial Officer (CFO)

- Building up the financial administration of the company (Hungary, Germany).
- Participating in the operation of the board of directors as invitee.
- Managing the financial activities of the company. Supervising the accounting work. Liaison with authorities (tax, custom, audit, etc.).
- Managing the controlling activities, creating business plans, forecasts, making managing reports, controlling KPIs. Reporting to the company owners, investors, authorities.
- Doing contract management with customers and vendors.
- Maintaining relationship with other managers. Managerial decision making.
- Former the CEO of the SCOLVO Zrt. subsidiary Alkalmazás Fejlesztési Fórum Kft.

2008.01 – 2015.04

Industry:
SME/ERP
provider

DLM Solutions Kft.

Hungary/Budapest, Szolnok

Division manager

- Leading the consulting team in the development and implementation of solutions that affect customer satisfaction and meet requirements as team leader.
- Managing the project team for ERP roll outs and other implementations such as project manager focus on financial and accounting part of the ERP systems.
- Act as Sales manager, managing sales projects.
- Scheduling and performing activities to resolve incidents, problem and requests in a timely and accurate fashion in order to meet client requirements, objectives and SLAs. Supervising the helpdesk and call center work. Improving customer satisfaction.
- Running and speaking at training sessions and workshops.
- Participating in product development.

2006.10 – 2008.01

Karádi Rendszerház Kft.

Hungary/Nyíregyháza, Budapest

Industry:
SME/ERP
provider

Microsoft Dynamics NAV (Navision) consultant

- Consulting on the Microsoft Navision system for small and medium-sized businesses (mainly financial and accounting modules). Project management.
- Writing documentations (user manuals, help cards, e-learnings), maintaining relationship with customers. Incident and problem management.
- Coordinating the tasks between support and development team. Task delegation.

2003.02 – 2006.10

Summit Autó Magyarország Zrt.

Hungary/Budapest

Industry:
Multinational/
Automotive

Project manager, Senior consultant, Consultant

- ERP systems consulting domestic and foreign (Sweden). Good knowledge of insurance and financing software systems. Very good overview on the operation of a car dealership. Responsible for the regular, centralized trainings for existing customers. Participating in the work of the helpdesk.
- ERP system consulting. Responsible for deployment of new systems. Development and consultation of accounting and financial modules of ERP.
- 1 year working and studying in Sydney, Australia.

Language skills

Hungarian: native proficiency

English: full professional proficiency

German: basic, elementary

Education

2004.11 – 2005.06

Australian Institute of Commerce and Language
Certificate III. in Business

Australia/Sydney

1999.09 – 2003.02

Collage of Finance and Accountancy
(Budapest Business School)
Bachelor of Business Administrations

Hungary/Budapest

1995.09 – 1999.06

Széchenyi István Economic Secondary School
Financial administration, Bookkeeping

Hungary/Nyíregyháza

Skills

- People management, team management.
- Decision making, problem handling, communication skills.
- Overall financial and accounting knowledge.
- Strategy creation, business models, business plans, foreign expansion.
- IT industry knowledge, project management.
- Problem management, incident management.
- Deep understanding of ERP (Microsoft NAV, DEEP ERP, K2D ERP, Progression, etc.) and CRM systems and other business applications.
- IT skills: Windows and MacOS operating systems, Office, Prezi, ticketing systems for developers, typewriting, other business apps.
- IT methodologies: ITIL, SCRUM, Waterfall.