



# Anna Katarzyna Boratynska

Looking for a new adventure in a fast-paced environment where creativity, business & technology meet.

📍 Brussels, Belgium

[View profile on Dweet](#)

## Links

[LinkedIn](#)

## Languages

English

## About

### BRANDS WORKED WITH

Accenture

Balmain

## Experience



### ● Consultant

Accenture | Feb 2020 - Now

» Mission in Financial Services - Definition & implementation of a digital transformation for the whole company  
Company with more than 4,000 colleagues spread over 21 countries, managing 295 million transactions per year for a value of €1 quadrillion  
Formulation of strategies and action plans, incorporating a 3-year vision, roles and responsibilities definition and the drafting and approval of new policies. Additionally, development of methodological tools facilitating the strategic decisions making process. Resulting in creation of 3 additional roles, approving new governance for the whole company and 5 policies as well as increase of usage of Data Governance tool by different department.

Successful drive of innovative work methodologies adoption through Change Management activities. This encompassed crafting detailed communication plans, designing and conducting trainings, and providing coaching to teams, enhancing their daily performances. Resulting in creating 5 role-specific trainings of 50-60 hours of training material (slide deck, videos, exercises).

Management of stakeholders through the implementation of a robust governance framework. This included weekly & monthly connections (incl. workshops) with top management and Chief Data Officer (CDO) fostering alignment on objectives and general adoption.

Valuable support in project financials ensuring optimal margin and profitability. Engaged in discussion on card rates and collaborated to finding solutions for economic and project-related challenges, contributing to sustainable project outcomes and increase of margin. Resulting in increase of rates on average by 25% and of margin by 5 - 10%.

» Mission in Banking - Scrum master & delivery lead  
The Belgium-based bank reached more than 350.3 billion euros in assets value

Delivery lead of technology-driven solutions contributing to the achievement of business goals and objectives. Identification of qualitative and quantitative factors for continuous improvement. Usage of agile methodologies to ensure dynamic responsiveness to evolving requirements leading to increased operational efficiency and customer satisfaction. Resulting in increasing velocity by 20% in 6months.

Management of a diverse team of 11 collaborators comprising functional and technical profiles. Delivering solutions, organizing and facilitating inter-departmental collaborations. Fostered a collaborative environment leading to optimized productivity and a more cohesive and motivated team.

Resulting in improving team happiness by 50% over a period of 6 months.

» Continuous contribution to sales (proposals) and business development. Lead of the inclusion events team (for a team of > 100 people)

Resulting in discussion with CDO's, new projects and new/stronger partnerships with key stakeholders (e.g. Microsoft).

Resulting in creating monthly events, increasing engagement by 40%.

» Skills: SQL (basic) - dashboards (Tableau/PowerBI) - Rally - Pack Office



### ● EEMEA Wholesales Coordinator

Balmain | Feb 2019 - Dec 2020

» Mission - Boosting sales performance in the EEMEA region

Development of tailored strategic plans to drive sales growth across diverse markets. Conduction of comprehensive analysis of sales, KPIs and data to support strategic decisions and evaluate business performance. Resulting in creation of sales dashboard to forecast sales.

Management of client portfolio, including assisting in negotiation of seasonal budgets & customer sales forecasts. Resulting in managing 80+ clients.

Participation and leadership in guiding sellers through market campaigns and post-campaign activities.

» Mission – Increasing visibility and client retention

Collaboration on various marketing initiatives to enhance brand exposure. Resulting in articles in high-end magazines, events for VIP clients, sneakers collaborations with wholesales businesses.

Contribution to the creation and development of pop-up events and boutiques. Resulting in new pop up in Warsaw, new boutique in Russia.

» Skills: Pack Office – JOOR – SAP (basic)