

Ede KISS

- ✓ 25 years experience in the card and payment business
- ✓ Working as the regional manager of global companies
- ✓ Building and management of local operations/teams
- ✓ P&L responsibility, achieved revenue and market share growth

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WORK EXPERIENCE

January 2024

2010-2023 VISA – Country Manager Hungary

Budapest

- Responsibility for a revenue of EUR 30M+, 20%+ YoY growth
- Development of the Visa Budapest team from 2 to 15 (sales, product support, marketing, customer service, communications)
- Reversing adverse trends and winning market share in a challenger market
- Reporting to the Regional Managing Director CEE

2008-2010 NXP Semiconductors - Sales Director Central & Eastern Europe

Budapest, Warsaw

- Management of a sales team of 15 based in Budapest and Warsaw
- Responsibility for a sales budget of EUR 250M
- Successful reorganization of the regional sales and business development teams
- Reporting to EMEA Sales Director

2007 OTP Bank – Head of Card Systems Department

Budapest

- Management of the card and electronic channel systems development department
- Management of a team of 30 and of a development budget of EUR 15M
- Co-ordination of the bank group's card systems integration projects

1997-2006 OBERTHUR CARD SYSTEMS

Budapest, Warsaw, Bucharest

2004-2006 Business Director Central Europe & Balkans

- Management of an international team of 35 and of a EUR 15M sales
- Reached regional leadership (~30% market share) in strategic segments
- Managed sales, technical support, SW developments, customer service and operations
- Implementation of a greenfield plant from concept to go live within 12 months
- Reporting to the European Managing Director
- Developed the company's entry strategy for the German market

1999-2004 Business Manager Central Europe & Balkans

Budapest

- Increased sales from 0 to EUR 10M within 3 years
- Achieved over 20% market share in telecom, banking, identity and IT security
- Leadership in high-margin, high-end products and in value-added services
- Reporting to the European Sales Director
- Obtained "Best Business Manager" and "Best Sales Team" titles

1997-1999 Marketing Manager of System Solutions in GSM

Paris

- Developed new solutions offer: Over-the-Air SIM card mgmt and mobile banking
- Co-ordinated first pre-sales and managed first integration for France Telecom

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1991-1997 BULL INGENIERIE

Paris, Atlanta, Brussels

SW and project engineer in IT and telecom

Telecom projects for the French Ministry of Culture, Home Office and the Prefectures

- As account manager, sold and managed system integration projects

Message Megaswitch Project for SITA

- Specified a multi-protocol, high-speed message switching system for the world's largest data communication network, operated by SITA, as well as co-ordinated the technical design
- As acceptance manager, negotiated and successfully managed the Factory Acceptance in Atlanta

Telecom projects for the CNET, France Telecom and Credit Agricole

- Specified information systems for telecom servers

National Server Pilot Project for the European Commission

Brussels

- Managed an X400 User Agent development and integration project

ARPOSE for EDF-GDF

Paris

- Specified and implemented network administration and emulation software
- Trained and on-site supported the customer throughout the national system deployment

1990-1991 MAYA INFORMATIQUE

Nantes

- Management of an R&D team in the domain of high performance telecom servers

1989-1990 Laboratory and Industrial Automation Systems Ltd.

Budapest

- Development of industrial process control solutions

EDUCATION

1996 INSEAD, MBA

Fontainebleau

1986-1989 Technical University of Budapest

Doctoral Thesis: "Artificial Intelligence in Industrial Process Control"

1982-1986 Technical University of Budapest, MSc Electrical Engineering

Budapest

MISCELLANEOUS

Hungarian citizen, worked in France for 10 years

English, French and Hungarian: perfectly fluent, German: working level

Graduate internship programs: IBM in Spain and GRAVII Production in France