

# BARTOSZ KOSIŃSKI

bartkosin@gmail.com

+48 509 325 105

linkedin.com/in/bkosin

## EDUCATION

Graduated from:

**Finance and Accounting, M.A.** (GPA 5.0) *Feb 2016*

Warsaw School of Economics

**CEMS, MIM** (GPA 4.6) *Dec 2016*

CEMS Global Alliance

SGH & GSOM St. Petersburg

University (exchange semester)

**Law, M.A.** (GPA 4.5) *Nov 2017*

University of Warsaw

## LANGUAGES

Polish – Native

English – Fluent (C1)

Russian – Upper Intermediate (B2)

## TECHNICAL SKILLS

• MS Office (Word, Excel, Power Point – advanced);

• CFA level I passed (June 2018)

• Financial modelling

## PERSONAL SKILLS

• High analytical skills

• Communication and teamwork

• Problem solving

• Planning and organization

• International exposure

• Critical thinking abilities

## HONORS & AWARDS

**2017:**

• P&G Golden Power of You

(for outstanding business results)

**2015:**

• SGH Rector's scholarship

(10% best students)

**2014:**

• SGH Rector's scholarship

(10% best students)

• Global Management Challenge

(3rd place in Poland)

• Karierosfera Tax Law Contest

(4th place in Poland)

**2012:**

• Media Academy scholarship

(Leslaw Paga Foundation)

**2010:**

• Prime Minister scholarship

• Minister of Education grant

(best student of Gdynia III LO)

## INTERESTS

• Capital markets

• Media & journalism

• Water sports, bridge

## SELECTED WORK EXPERIENCE

### Azimutus Associates, Senior Associate

Sep 2017 - now

- Assisting in execution of sell- and buy-side M&A deals,
- Creating various financial models and analyses,
- Preparation of M&A projects' documentation (presentations, teasers, information memoranda, SPA),
- Performing valuation and analysis of transaction targets, identification and valuation of synergies and developing transaction budgets,
- Gathering and analyzing qualitative and quantitative data through numerous sources.



AZIMUTUS

### Procter & Gamble CE, Commercial Finance Analyst Jun 2016 - Aug 2017

- Providing financial guidance and insights to identify trends impacting traditional and pharma channels results,
- Analysis of customer profitability and ROI of trade marketing,
- Supporting quarter and year-end processes, ensuring that trade marketing budgets are spend effectively and versus deployed plans,
- Financial modelling and commercial models development,
- Developing effective and mutually beneficial relationships with sales team and clients.

P&G

#### Results achieved:

- Conducted cost to serve analysis and opex benchmarking study for CE distributors leading to significant go-to-market strategy changes,
- Revamp of pricing strategy in HoReCa category with est. incremental revenue +5% y/y,
- Financial modelling of new product launches for Pharma channel with est. incremental revenue PLN +10 mln yearly,
- Improved business management via commercial model deployment (2 awards for outstanding business results exceeding FY targets),
- Led business analytics project within Polish sales team resulting in identification of crucial analytical tools and process simplification needs,
- Customer contract change successful negotiation.

### OC&C Strategy Consultants, Business Analyst

Dec 2015 - May 2016

- Gathering and analysing quantitative and qualitative data to gain understanding of the business models,
- Providing insights for internal and external clients
- Developing and communicating recommendations on possible strategies with actionable steps to the client management board
- Participating in Warsaw hub new consulting projects development.

OC&C  
Strategy Consultants

#### Result achieved:

- Conducted marketing and financial analyses in 5Y strategy development for one of the leading Polish FMCG companies, resulting in recommendation of new product portfolio, go-to-market strategy and action plan to double revenue to PLN 1 bn,
- Participated in a commercial due diligence projects for Polish and international companies, inc. PE/VC funds.

### Deloitte, Intern, Tax Knowledge & Transfer Pricing May 2013 - Aug 2014

- Preparing tax benchmarking analyses, transfer pricing documentations, adjustments of charges between related parties,
- Writing articles on tax topics based on judicature and court rulings (over 50).

Deloitte.

## RELEVANT BUSINESS PROJECTS

### Schlumberger Ltd., Student Consultant

Feb 2015 - May 2015

**CEMS MIM Business Project in Russia** (offer received)

Strategy Development for Facility Management:

- Analysis of the Russian & CIS facility management market,
- Developing model for supplier selection and consolidation;
- Received offer for internship at Schlumberger office in Dubai.

Schlumberger

## STUDENT ORGANIZATIONS

### Independent Student's Magazine MAGIEL

Oct 2010 - Jan 2015

- Member of the editorial board,
- Writing articles on economic, political issues,
- Assistance in organizing students conferences, charity events.

magiel