

Borce Siljanoski

Address
e-mail
mobile:



PERSONAL INFORMATION

- Date and place of birth: 06.09.1978 Skopje, Macedonia
- Driving license: B category
- Marital Status: Married/Two children

EDUCATION

2006-2008, University of Sheffield UK

- MBA in Finance

1997-2002, University St."Cyril and Methodius", Skopje

- Faculty of Economics – B.A. Business Administration / Management; GPA: 9.21/10.00

1993-1997, High School "Rade Jovcevski Korcagin", Skopje

- Mathematics and natural sciences; GPA: 4.84/5.00

EXPERIENCE

04/2024–

Vice President Performance Management Europe

- Leading transparent and efficient cross functional steering and Corporate Governance for 9 European Natcos

12/2023–04/2024

Head of Performance Management Europe Hungary/Croatia/Montenegro and Business Partner for EU B2C

- Leading transparent and efficient cross functional steering and Corporate Governance for Magyar Telekom, Hrvatski, Telekom, Crnogorski Telekom
- Business partner and challenger for European B2C Segment contributing with commercial analysis and action proposals and supporting the decision-making process on various commercial projects

10/2017–12/2023

Head of Performance Management Europe T-Mobile Poland & Magenta Telekom Austria

- Led transparent and efficient cross functional steering for TMPL and Magenta to achieve growth and hit annual targets
- Translated complex financial and commercial problems into effective decision-making proposals
- Simplified and automated target management processes for the EU Segment
- Acted as a business partner to the Roaming Broker Unit for the EU Segment, supporting EU decision-making during the Covid crisis
- Took cross-functional responsibility for EU oFCF and Cash capex, successfully steering Year Ends on target
- Led efficient Corporate Governance of TMPL, Magenta and GTS from HQ perspective

02/2024–

Permanent invitee to the Supervisory Board of Magyar Telekom

09/2021–

Audit Committee Chairman/Supervisory Board and Remuneration committee member at Magenta Telekom Austria

09/2018–

Audit Committee member; Non-Executive member of the Board of Directors of Makedonski Telekom AD Skopje

- 08/2013–09/2017 **Controlling Director (+Governance of Revenue Assurance, Billing and Fraud)**
MAKEDONSKI TELEKOM, SKOPJE
- Oversaw controlling function and successfully managed financial and commercial indicators.
 - Managed continuous cost reduction proposals and actions
 - Oversaw management reporting process
 - Managed business cases preparation and assessment, investment process and CAPEX control function
 - Oversaw part of Procure2Pay process; OPEX/CAPEX single item approval up to 250 kEUR
 - Managed SAP modules (CO; ABC; IM; PS; Workflow)
 - Delivered quarterly conference calls with Magyar Telekom Investor Relations
 - Managed Revenue assurance, Billing, Fraud detection/prevention function
 - Continuously reorganized and streamlined the department
 - Occasionally substituted CFO
- 01/2005-08/2013 **Various roles in Makedonski Telekom**
- 12/2002-10/2004 **Financial analyst in a Reporting, Budgeting and Controlling Department**
BREWERY SKOPJE JSC (Joint Venture of Heineken and Coca-Cola)
- Responsible for Heineken and Coca-Cola planning and reporting; prepared various analysis on cost, price, sales, receivables, inventory, CAPEX, cash flow projections, financial ratios
- 05/2002-12/2002 **Loan Officer (Credit analyst)**
KMB Credit line for micro/small business development (KfW, EBRD, IFC), "Tutunska Bank" Skopje
- Contributed to developing Marketing strategy for KMB project in Macedonia; actively promoted loans for small businesses (went door-to-door); disbursed loans for small businesses based on financial analysis
- STRENGTHS**
- Communication skills
 - Strong work ethic
 - Team player
 - Highly adaptable to different environments
 - Analytical, organizational, prioritization skills gained from working on challenging tasks under time pressure
- LANGUAGES**
- English – excellent
 - Croatian, Montenegrin, Serbian – excellent
 - German – medium
- PERSONAL INTERESTS**
- Skiing; cycling; running; new technologies; cars