

"The Covid job market is not like 2008, nor really like anything anyone has observed seen since the birth of modern capitalism.

In classical business cycles, the number of openings decrease and the number of applicants increase, or vice versa. But this crisis is one of disequilibrium and structural change. Some industries and firms are devastated while others thrive, are unaffected, or have been able to rebound exceptionally quickly.

Harvard Business Review

Significant management changes in 2020 and predictions for 2021 Czechia, Slovakia and the CEE Region

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HOW WAS THE YEAR 2020?



'We've moved a few things around. Travel books are in the Fantasy section, Politics is in Sci-Fi, and Epidemiology is in Self-Help. Good luck.'



TOP 10 HIGHLIGHTS OF 2020

- The number of senior management changes in 2020 remains similar to previous years.
- Q4 was the least active in hiring in the last three years. Prediction for January 2021 is a 15 % decrease compared to previous years.
- In 2020, the number of hired CEOs externally increased by 12% compared to previous years.
- Majority of changes happened in General Management, Sales, and Marketing.
- Senior managers leave to smaller companies, start-ups, or different segments even more in 2020. Company size does not play a key role in attracting the best talent.

- On the contrary, board members are promoted internally (25 % increase compared to 2018). External hire kept for CFO roles in the whole CEE region.
- Hiring for key roles (CEOs, Board, and Board-I) continues. B-2, B-3 levels have been promoted internally or wider responsibilities have been given to existing roles.
- Interest in hiring senior managers with international experience increased significantly. 49 % of hired CEOs come with international working history.
- Hiring from other industries increased by 4 % compared to 2018 at the senior management level. The most conservative remain the roles of CEO and Sales Management. For those roles, the tendency is to keep the industry knowledge.
- Executive tenure is shortening (in the last 5 years from 4.5 years to 3.6 years).
- IT, Banking, FMCG, and Pharma were the most active industries in hiring senior management.

Comparison of 2020 – 2018 in the number of management changes by months





"The key challenge of 2020 was to look ahead and do not get stuck in the old procedures and processes. We have become pioneers in the use of technology for recruitment and training. Speed of learning and adapting to change is a must."

Soňa Schwarzová, HR Director, Air Bank

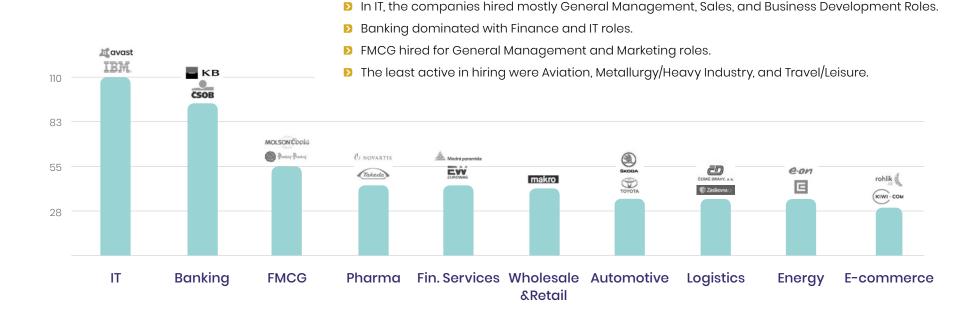


COMPARISON OF CEE EXECUTIVE HIRES





THE MOST ACTIVE INDUSTRIES IN HIRING 2020





"For e-commerce, 2020 was about the ability to react extremely quickly and efficiently to the significant increase in sales (in the field of HR that meant an acceleration of selection process and training of newcomers) and to adapt to increased customer demand. Towards the end of the year, there was an increased interest in employment from other industries (e.g. HoReCa segment)."

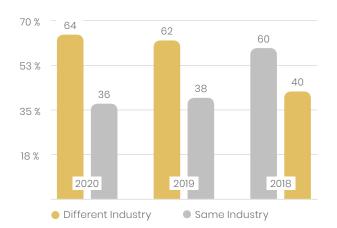
Zuzana Jiránková, HR Division Director, Alza



CHANGES IN HIRING TRENDS



External Hires happen mostly in ICT and Logistics, on the other hand in Banking, FMCG, Energy and Pharma prevailed Internal Promotions.



Cross – Industry Changes

- Hiring from other industries increased by 4 % compared to 2018 at the senior management level.
- ICT, Banking, Logistics and e-commerce are very flexible.
- Real Estate Development, Facility/Security and Construction remain conservative.



"2020 showed a slow down in external recruitment in the Healthcare industry, however, hiring of highly specialized roles continued. Internal moves and changes were really common. Our organisation focused on agile transformation and new squad lead operating model adoption, which meant a change in the ways of working, mindset and behaviours."

Radka Pekelská, Director of Human Resources and Sustainability, Roche



ROLES – KEY FACTS 2020

Which roles were most hired across industries?

Operations Management — BANKING	Sales Management ——— IT	HR Management — BANKING/ENERGY
Marketing Management ——> FMCG/WHOLESALE & RETAIL	Finance Management> VARIOUS	General Management — > IT/LOGISTICS/PRODUCTION

- The most conservative in hiring from other industries remain the roles of CEO and Sales Management. For those roles, the tendency is to keep the industry knowledge.
- **Finance, HR, and Marketing Roles** are flexible
- Our hypothesis is that hiring from other industries remains random and for the future, we recommend for the companies to think systematically in ecosystems.



Percentage of Cross-Industry Changes

Executive tenure is shortening.

In the last 5 years, it reduced from 4.5 to 3.6 years.

Average Manager Tenure (in years)

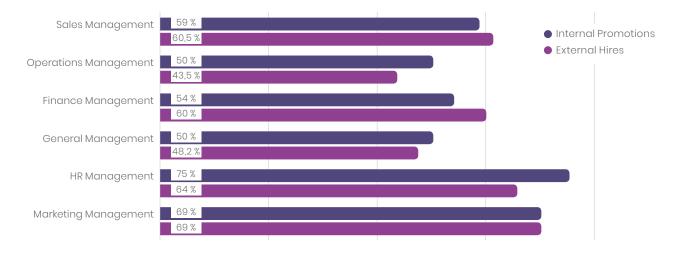




ROLES – KEY FACTS 2020

- Companies still hire more externally than promote internally (58 % vs. 42 %) and this trend is similar with previous years.
- > HR and Operational Roles are more hired externally compared to last year.
- Sales, Marketing and General Management remained the same.
- > Financial Roles are hired externally less than last year (6 % decrease).

Percentage of External Hires in Senior Management Roles





WOMEN IN EXECUTIVE ROLES

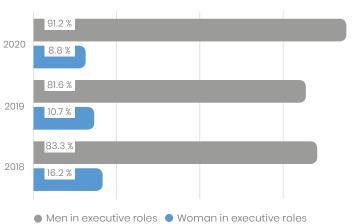
D In the Czech Republic, 19.2 % of women were in B-1, B-2 roles, compared to the CEE Region (14,5 % in 2020).

- **>** 8.8 % of the top roles of CEOs or Board Members are held by women.
- D Compared to last year, the increase is minimal.

D In the Czech Republic, Pharmaceutical field dominates with the highest number of women.



Czechia and Slovakia Overview



CEE Region Overview



Men in executive roles



TOP WOMEN CHANGES CEE 2020



Anamaria Acristini Chief Corporate Development Officer Electrica



Laura Paál Managing Director, Program Management GE Infrastructure CEE Hungary



Malgorzata Lasota HR Director, Board Member GSK

Henkel Austria

Jaroslava Haid-Járková General Manager Laundry & Home Care



Karolina Szmidt President Henkel Poland

Romania

CFO



Eve Bourdeau

CFO

Orange

Slovakia

IKEA Joanna Kijas-Janiszowska Member of the Board of Directors CFO Ikea Retail Poland



Jitka Haubová Board Member Komerční banka Czech Republic



Veronika Brázdilová

Director Commercial

Operations

Czech Republic

Vodafone

Barbara Dorić Board Member INA Croatia



Jurgita Šlekyté

Maxima

Lithuania

CEO Maxima Groupe

Olga Draguinea Lidl Romania Romania





- Wioletta Czemmiel-

Grzybowska

PGE Górnictwo

Konwencjonalna

i Energetyka

President

Poland

Daria Dodonova CFO Magyar Telekom Hungary



Melinda Szabó Deputy Chief Commercial Officer

Magyar Telekom Hungary



Istenesné Solti Andrea Erika Director of the Board, HR Manager CEE Shell

Hungary

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CEOS AND SUPERVISORY BOARDS

The number of CEOs hired externally is increasing (12 % compared to 2018).
External hires on this level are most common in IT and Wholesale & Retail.

International Context

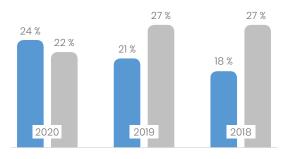
- Half of all new CEOs in the Czech Republic in 2020 had previous international experience.
- Managers coming from abroad change the status quo. They also build relationships and contacts outside their current local network, something extremely crucial for business nowadays.

Supervisory Boards

- In the second half of the year, the members of the supervisory boards changed more. Once a formal position, today it is necessary for Supervisory Board Members to have deep knowledge, expertise and experience.
- The reasons for this are increased shareholders' control as well as strengthening reputation and influence.
- Market turbulence and growing risks are leading shareholders to pressure on more active supervision of companies and thus on increased demands on members of supervisory boards.

Expatriate CEOs - Czech Republic vs. CEE Region

- Number of Expatriate CEOs is increasing.
- In 2020 Expatriate CEOs were mostly hired in Automotive, FMCG a Pharma.
- In the CEE region, expatriate CEOs in 2020 accounted for 24 %.



Expatriate Czech Republic Expatriates CEE Region



TOP CEOS CZECHIA, SLOVAKIA 2020



Vítězslav Lukáš Country Manaaina Director ABB

He has worked in the ABB group since 1998, most recently in the position of Director of Robotics and Automation.



Vladek Šlezingr CEO

Atos IT Solutions and Services

He previously held the role of CEO of the Czech branch of IBM and subsequently a member of the leadership of IBM Global Business Services for the entire CEE region.



Didier Stoessel CEO CZ/SK/RO/SL CME

He took over the new role after working for Modern Times Group, HSBC Investment Bank, and Merrill Lynch International.



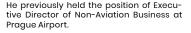
He returned to the CEO role after being an independent mentor and coach. He had worked 15 years for Microsoft, most recently as the General Manager.



Petr Faltejsek General Manager CEEME **Hills Pet Nutrition**

He took over the position in Hills Pet Nutrition after being a General Manager for the Colgate-Palmolive Czech Republic and Slovakia for 9 years.







He was with the Lafarge Cement group since 1997, most recently as the General

Lubomír Lízal

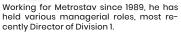
Předseda představenstva Expo Bank

Previously a member of the Supervisory Board of Expobank. Before that, he was a member of the Bank Board of the Czech National Bank.



He has previously held managerial roles at companies including Škoda Transportation, 02, and regional energy supplier Jablonecká energetická.





Manager for the Czech Republic.

Jan Kadanik CEO CETIN Group

Before joining the CETIN Group, he was the CEO of Ameropa Group which is active in cereal and chemical fertilizer retail.

Ivan Bednárik

České dráhy

He has previously managed the subsidi-

ary ČD Cargo for six years. Before that, he

was the Board Member and Sales director

at Express Group.

CEO



TOP CEOS CZECHIA, SLOVAKIA 2020



Zdeněk Havlena

Country Lead Molson Coors Beverage Company

He previously held the position of Commercial Director of Molson Coors. Before that, he worked for Anheuser- Busch InBev.



Jaroslav Gaisler CEO

NetBrokers Holding

He took over the new role after years spent abroad. Most recently he served as Chief Executive Officer of Home Credit International in Indonesia.



He took over the role after holding the position of COO for International Banking and Financial Services in Société Générale in France.



Before joining Rohlik.cz, he worked for four years in the top management of the supermarket chain Albert.

CEO

Securitas

He took over the management of SECURI-

TAS after having previously spent 14 years

at UPS, where he managed branches in

the Czech Republic, Slovakia, Poland, Rus-

Pavel Adamovský



Before joining Nestlé CEE, he has led the transformation of Nestle's business in the Scandinavian countries over the past five

Branislav Baláž

Managing Director Schindler CZ/SK

He has been working at Schindler since February 2018 as a Business Area Director for the New Installations Division in Southern and Eastern Europe.



He has previously held the role of the Chairman of the Board at OKD and other executive roles at companies including České dráhy, PG Silesia.



The Founder of the e-shop Different which he started in 2008 and lead, the company has reccently expanded into 9 European countries.

years.



Radek Hovorka Managing Director/CFO Penny Market

Before joining Penny Market, Radek Hovorka was a Board Member responsible for Finance, ICT, Procurement, and Logistics at the Prague airport.

Pavel Krbec

CFO

RIXO

He worked as an executive director of RIXO.

cz. Previously, he spent four years at Home

Credit International as a Director for On-

line Strateav. t

Pavel Čejka CFO Raiffeisen stavební spořitelna

Thomas Schäfer CFO **ŠKODA AUTO**

sia, and Belarus.

He previously held the role of the Chairman and Managing Director of Volkswagen Group South Africa, responsible for the development of the Group brands in the sub-Saharan Africa region.





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TRENDS FOR 2021

When Hiring, Think of Ecosystems not Competition

- We should no longer focus on hiring people from the competition.
- The future of hiring is to think in ecosystems, meaning new networks, relationships, and businesses that our industry will be forced to enter. The world of electronics is now the Internet of Things, Amazon is selling prescription drugs, and telco companies are launching payment systems or media.
- Our competition is no longer only our direct competitor, in terms of companies as well as managers. Our competition is anyone whose algorithm of thinking can be useful for a specific situation. It will require a much more complex hiring strategy focused on how and why the specific person achieves specific goals.

Corporate Culture of the Future

- Working remotely will become a common benefit for many employees. However, some companies will want their people to work in the office. They may need to pay them more, or change a 5-day working week to a 4-day working week to motive them.
- The other option will be for them to build a highly transparent company culture with decision-making authority made of high-fliers and performers, for whom this culture will be an incentive and a way to self-realization and fulfillment.

Reducing the number of management levels

- The trend of recent years, which has manifested itself sharply this year, is to reduce the number of B-1, B-2 positions in companies and increase accountability with greater day-to-day responsibility at the Board level.
- The first step to change was the implementation of agile management.
- It turns out, higher and middle management only passed the information and did not have the sufficient value.
- Flattening the organizational structure will become more and more common in Banking and IT. The pioneer and the media start in this trend in the Czech Republic is the IT company Y Soft.



"Hiring did not decrease on the senior level, however, the hiring process is much more complex with focus on demonstrated experience. Senior cluster roles and C-roles are hired more externally. Candidates are more careful when changing job. They are mostly motivated by the growth opportunity. Companies that understand that now is the time to hire the best people on the market will be the ones to succeed."

Alena Patrovská, HR Director Cluster SEE, STADA Group

"The importance of employer branding, proactive recruitment and social recruiting will grow. The challenge of 2021 remains attracting qualified talents with the right skills and experience.

Radovan Klement, Human Resources Director, Porsche Engineering Services



ANDERSON WILLINGER

TRENDS FOR 2021

Diversity is not about gender or skin color

- After approving Merkel's boardroom gender quota, female diversity is a big topic. There were 19,2 % of women in senior management in the Czech Republic. However, in the roles of CEOs and Board Members, the number is much lower, 8,6 %.
- The real value of diversity is not in gender but in the diversity of opinions and ways of thinking. One of the great examples is Nestlé with 14 Supervisory Board Members and 12 out of them with completely different business and functional experience. It has lead to many questions about who Nestlé is and who it will become in the upcoming years.

Hire For Authenticity or Adaptability?

- We are used to labels and trends. Once very trendy Authencity then changed to Adaptability. The core of Adaptability is in listening, connecting the dots, and self-reflection. It is a great complement to Authenticity. For business success nowadays, Authenticity and Adaptability are musts, but they are not the only key success factors.
- In times of decline or start-up stage, which most of the businesses are facing now, delivery skills (critical thinking, planning, implementing, and executing) should be combined with discovery skills as they strengthen the courage to innovate.
- The discovery skill for generating innovative ideas are especially associational thinking (connecting the dots other people miss). People who more frequently engage in the behavioral skills of questioning, observing, networking, and experimenting will embrace a mission for change and take the risk to make the change happen.



"The key challenge in the area of HR is to create new ways of working (using online tools, implementation of digital tools) to keep engagement & motivation & performance of associates on a high level in COVID times. The other important aspect is building up the culture of belonging – being together in difficult times."

Roman Závurka, HR Senior Manager Slavics & Ukraine & Georgia , Avon

"Building trust among colleagues has been the most critical part of people management recently. Building trust using mainly the technology is the new capability for managers to adopt".

Jan Ambrož, Human Resources Director East Europe, Assa Abloy





OVERVIEW OF TOP CHANGES

HR MANAGEMENT

COMPANY	ΝΑΜΕ	ROLE
ABRA Sowtware	Lukáš Skála	HR Director
Air Bank	Soňa Schwarzová	HR Director
Arval BNP Paribas Group	Alena Kastelic	Head of Human Resour
AUTOCONT	Kristína Šmída	HR Director
Canon EMEA	Andrew Krenek	Regional HR Director CE
České dráhy	Monika Horáková	HR Director
České dráhy	Vendula Hochová	Human Resources Proje
ČSOB	Ondřej Vychodil	Executive Director, Hum
Diebold Nixdorf	Hana Štefanová	HR Director
Edwards Lifesciences	Amanda Bowen Chartered	Director - HR Solutions I
GasNet	Erika Vorlová	Chief Service Officer ar
Globus ČR	Marie Martinkova	Head of People and Cu
Hello Bank	Vendula Ostrá	HR Director
Iron Mountain	Blanka Říhová	Senior HR Director EMEA
KONE	Kateřina Lupova	HR Director
Lear Corporation	Marian Ferenčík	Country Human Resour
Liberty Ostrava	Jakub Juríček	HR Director
Makro Cash & Carry ČZ	Radek Šrom	HR Director
Molson Coors	llona Kratochvílová	HR Director Central & Ed
Moneta Money Bank	Klára Escobar	HR Director
Raiffeisenbank	Dana Fajmonová	HR Director
Rohlík	Daniela Razimová	Group Chief People Off
SAP	Ladislav Kučera	HR Director
Sev.en Energy	Barbora Pencova	Group Human Resourc
Schindler	Štěpánka Zdvořáková	HR Director
STADA Group	Alena Patrovská	HR Director Cluster Sou
Veolia	Jitka Schmiedová	HR Director CEE
W.A.G. Payments Solutions	Kristi Ansberg	Group Chief People Off
WOOD & Company	Lucie Bergerová	HR Director

HR Director
HR Director
Head of Human Resources
HR Director
Regional HR Director CE
HR Director
Human Resources Project Manager
Executive Director, Human Resources
HR Director
Director - HR Solutions EMEA & JPAC
Chief Service Officer and Member of the Management Board
Head of People and Culture
HR Director
Senior HR Director EMEA
HR Director
Country Human Resources Manager
HR Director
HR Director
HR Director Central & Eastern Europe
HR Director
HR Director
Group Chief People Officer
HR Director
Group Human Resources Director
HR Director
HR Director Cluster Southern and Eastern Europe
HR Director CEE
Group Chief People Officer, Board Member
HR Director

SALES & MARKETING MANAGEMENT

COMPANY	NAME
Albert	Kateřina Harris
Alza	Petr Bena
Arval	Jiří Havel
Arval BNP Paribas Group	Jiří Havel
Axis Communications	Petr Hrabálek
British American Tobacco	Michal Brzobohatý
Coca Cola	Patricie Šedivá
Coface	Petr Ouška
Česká Zbrojovka	Filip Potůček
České dráhy	Jiří Ješeta
ČMZR banka	Pavel Krivonožka
ČSOB Penzijní společnost	Ladislav Rokos
Eurowag	Sunny Mehta
EY	Jiří Caudr
Generali Česká Pojišťovna Globus ČR	Marián Zelko
HELUZ	Jan Navrátil Jiří Weis
Chytrý Honza	Pavel Pastorek
Kiwi	Golan Shaked
Komerční banka	Hana Kovářová
MallGroup	Jakub Střeštík
MallGroup	Martin Komora
McDonald's	Martin Troup
Mindshare	Michal Beran
Packeta Group	Aneta Uhlíková
Pilulka	Martin Navrátil
RIXO	Martin Dolanský
Rohlik	Zlata Ulrichová
Seznam	Tomáš Búřil
Škoda Auto	Jiří Maláček
Toyota	Michal Velička
Ušetřeno	Lukáš Přikryl
Yves Rocher	Galina Vondráček Po

ROLE

VP Marketing Vice-Chairman of the Board Commercial Director Sales Director Distribution Manager Eastern Europe Head of Sales Head of External Communications Commercial Director CZ/SK Sales Director Board Member Board Member Sales Director Group Chief Commercial Director Chief Marketing Officer Chief Marketing & Customer Officer Managing Director Sales Sales and Marketing Director Board Member, CSO Chief Commercial Officer Head of Brand Strategy and Communication Chief Commercial Officer Marketing Director Marketing Director Commercial Director Marketing Manager CZ&SK Chief Commercial Officer Chief Sales Officer Chief Marketing Officer Commercial Director Executive Director of Sales and Marketing Marketing Director Chief Marketing Officer Marketing Director CEE Sales Director



OVERVIEW OF TOP CHANGES

FINANCE MANAGEMENT

COMPANY	NAME
AbbVie	Miroslava Stodolicová
Aures Holding	Jiří Soukup
Czechoslovak Group	David Chour
ČSOB	Blanka Horáková
E.ON	Christian Leifeld
Essilor Group	Tomáš Hrnčál
Kiwi	Iain Wetherall
Kooperativa	Christopher Rath
Kovosvit MAS	Václav Záhradka
Makro Cash&Carry	Jens Schumacher
Mars	Jan Záhumenský
mBAnk	Roman Fink
Modrá pyramida	Vladimír Pojer
Mondi Group	Anna Wydrzyńska
MPSS	Vladimír Pojer
PORR	Martin Hanáček
Raiffeisenbank	Tomáš Jelínek
Rixo	Petra Bedřichová
Rohlik	Sonia Slavtcheva
Sazka	Martin Klímek
Škoda Electric	Miroslav Prokop
Ušetřeno	Roman Kykal

ROLE	
CFO CZ/SK	
CFO	
Vice-Chairman of t	he Board, C
Executive Director fo	or Finance
Board Member	
County Finance Ma	nager CZ&S
CFO	
Board Member	
Board Member	
CFO	
CFO Central Europe	
CFO CZ/SK	
Board Member	
CFO	
Board Member	
Group CFO	
CFO	
Board Member	
Financial Director	

OPERATIONS MANAGEMENT

COMPANY	ΝΑΜΕ	ROLE	
Expobank	Jan Winkler	C00	
Allianz	Robert Altfahrt-Riedler	COO	
ING bank	Martin Vurm	COO	
FootShop	Martin Katzer	COO	
Assa Abloy	Robert Muller	COO East Europe Commercial	
Saint-Gobain Construction Products CZ Wüstenrot Stavební	Radomir Kamler	Operations Director	
spořitelna	Jiří Huml	C00	
Komerční banka	Jitka Haubová	C00	

OTHER SIGNIFICANT CHANGES

(Alphabetical order)	
COMPANY	NAME
Albert	Bram Neervoort
Avast	Vítězslav Šantrůček
Avast	Miroslav Umlauf
Česká spořitelna	Michal Skalský
E.ON	Michal Hátle
Economia	Štepán Burda
GasNet	Jiří Nováček
Kiwi.com	Jan Kubíček
Modrá pyramida	Jaroslav Ševčík
Prague Airport	Jakub Puchalský
Škoda Auto	Karsten Schnake
Tesco	Jiří Černý

С	hief Digital Officer
С	hief Product Office
С	hief Data Officer
С	hief Digital and Tro
H	ead of Digital
B	oard Member, Proc
С	hief Digital Officer
D	irector of Security
B	oard Member
B	oard Member

Board Member, Purchasing

Legal Director Central Europe



OTHER SIGNIFICANT CHANGES CEE 2020

(Alphabetical order)			
COMPANY	NAME	ROLE	COUNTRY
Avon	Maciejak Wojciech	CFO	Poland
Carrefour Polska	Jean Francois Dohogne	CFO, Vice President, Real Estate and Expansion	Poland
ENEA	Tomasz Angielniak	Vice President, Corporate Affaires	Poland
ENEA	Marcin Pawlicki	Vice President, Operations	Poland
GSK	Grzegorz Maciazka	Vice President, Area Medical Director Europe	Poland
Ikea Retail	Joanna Kijas-Janiszowska	CFO	Poland
Kia Motors Slovakia	Lee Jae Yoon	Vice President, Procurement Division	Slovakia
Lidl Polska	Ryszard Machoj	C00	Poland
Lidl Romania	Olga Draguinea	CFO	Romania
Magyar Telekom	Daria Dodonova	CFO	Hungary
Magyar Telekom	Melinda Szabó	Deputy Chief Commercial Officer	Hungary
Metro Kereskedelmi	Alexis Maudelonde	Commercial Director	Hungary
Naftogaz of Ukraine	Otto Waterlander	C00	Ukraine
Orange Polska	Jacek Kunicki	CFO	Poland
Orange Slovensko	Eve Bourdeau	CFO	Slovakia
Philip Morris	Marta Filipowicz	Head of Consumer Experience	Poland
Philip Morris	Denys Strobykin	Director of the Commercial Strategy Department	Poland
REWE	Raffaele Balestra	CFO	Romania
Romgaz	Toader Mihaela Virginia	Director of Strategy, International Relations, European Funds	Romania
Telekom Sloveije Group	Tomaž Jontes	Board Member, B2B and B2C, Central Marketing	Slovenia
T-Mobile Polska	Cezary Albrecht	Director for Legal, Security and Compliance Management	Poland
Whirlpool	Fabio Pommella	coo	Poland



Since 2021 We are in the FLOW.

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