

KRZYSZTOF SOSNOWSKI

Pan Krzysztof Sosnowski posiada bogate doświadczenie w tworzeniu jak i w zarządzaniu firmami Fleet Management w Polsce. W swojej wieloletniej karierze obejmował stanowiska Dyrektora Zarządzającego w Hertz Leasing, Dyrektora Handlowego w Prime Car Management (Masterlease Group), Dyrektora Operacyjnego i Członka Zarządu w ING Car Lease Polska oraz Dyrektora Operacyjnego/Członka Zarządu w Alphabet Polska Fleet Management (BMW Group). Pełnił również funkcję Dyrektora ds. Rynku Motoryzacyjnego w ZPL (Związek Polskiego Leasingu). Partner w firmie konsultingowej Total Fleet Solutions, specjalizującej się w audytach i doradztwie w szeroko rozumianym obszarze zarządzania flotą samochodową. Uhonorowany miejscem na liście "Ludzie Dekady Branży Flotowej" i "100 najbardziej wpływowych osób branży flotowej". Podwójny Laureat Nagrody Auto Finance Network Londyn 2015. Wieloletni wykładowca i prelegent. Autor artykułów w prasie biznesowej i motoryzacyjnej.

CURRICULUM VITAE

Professional Experience:

November 2013 –

Total Fleet Solutions - Polish consulting company in the fleet management industry.

Position – Partner

A two-time winner (the only one from Poland) of the most prestigious European fleet award International Auto Finance Network London 2015 (in two categories).

Co-creator and co-organizer (with Kozminski University) of the first certified training for fleet managers in Poland

Lecturer and speaker in the following topics - fleet strategy, fleet documentation, Car Policy, TCO, RFP, leasing and long-term rental contracts, service management, service budget, insurance policy management and claims handling, fleet management cost optimization, RV value risk management, remarketing, e-mobility, etc.

Co-creator of preventive programs for fleets (including the PZU Safe Fleet program)

Author of publications and articles in the industry and economic press on fleet management

Auditor and advisor to many enterprises (including state-owned enterprises) in the area of costs, fleet policy and documentation, Car Policy, leasing and long-term rental contracts

An expert in building e-mobility strategies in fleets

Jun 2003 - May 2013

ING Car Lease Polska / Alphabet Polska Fleet Management

Position: Member of the Board, Operations Director

Areas of responsibilities:

Building the entire organizational structure of the company, in particular set up of the operations and commercial department
Managing a team of about 40 people in the Operations Department consisting of 6 departments: IT, Customer Service Department, Purchasing Department, Insurance Department, Used Car Sales Department, Driver Service Department (Technical Department with Call Center)
Building the company's strategy and market position
Negotiating contracts with clients as part of the company's sales processes
Meetings with clients regarding operational and commercial matters
Negotiating purchase contracts
Supervision of RV risk management
Pricing policy management
Management of internal Rent A Car - about 350 cars
Supervision of project groups in the company (in all areas)
Supervision of the complaints process
Supervision over the processes of ISO 9001
Internal reporting and to the company's headquarters (Amsterdam / Munich)

2000 – 2003

Prime Car Management (Grupa Masterlease)
Position: Sales Director

Areas of responsibilities:

Building the entire organizational structure of the company, in particular set up of the commercial and operations department
Management of the sales team and the external sales network
Building the company's strategy and position in the managed areas
Negotiating contracts with clients
Supervision of the purchasing department (cars)
Supervision of the company's marketing area
Supervision of the complaints process
Internal reporting and to the company's headquarters

1996 – 2000

Hertz Leasing Polska
Position: Managing Director

Areas of responsibilities:

Building the entire organizational structure of the company
Managing full commercial, marketing, and operations activity of Hertz Leasing Polska

1992 – 1996

Marketing and Advertising Education Center M.A.A.G
Positions: Head of the Training Organization Department, trainer

Areas of responsibilities:

Organization of trainings for enterprises
Conducting lectures on marketing, sales strategy, negotiation techniques, etc.

1991 – 1992

Bank PEKAO S.A. Department of Accounts and Banking
Operations
Position - senior specialist
Duties:
Creating and implementing new banking products

Most Important Professional Achievements:

Establishment and development of Total Fleet Solutions, the first independent consulting and auditing company in Poland in the field of fleet management. Advising companies such as: TVN Warner Bros. Discovery, PORR, PEPCO Polska, DHL Polska, Suez Polska, mBank S.A., J.S.H Hamilton, Microsoft Polska, Elektrobudowa S.A., Bank Gospodarstwa Krajowego (BGK), ING Bank, PKP PLK, Polfarma S.A., Carrefour S.A., Aquanet S.A., Business Lease, Eternis (Uber and Bolt) etc.

Creating, together with the Kozminski University, the first professional, certified training for fleet managers in Poland (part-time learning)

In 2015, Total Fleet Solutions in London received 2 highly prestigious European fleet awards as part of the annual International Auto Finance Network conference. Never before has any Polish company or person received such an honor,

From 2009 to 2013, I was the Director of the Automotive Market in the Polish Leasing Association,

Co-author of "Passenger Cars Return Guide" and "Commercial Vehicle Return Guide" - the market standard of the Polish Vehicle Rental and Leasing Association (PVRLA),

Creation of Hertz Leasing in Poland from scratch. I was the first hired employee responsible for writing the business plan and starting the business. At the end of the work, I left Hertz Leasing in 2nd place on the market in the CFM industry in Poland.

Co-creation of Prime Car Management (Masterlease Group) in Poland from scratch. I was responsible for organizing the sales and operation department and for the sales strategy. At the end of the work, I left Prime Car Management in 2nd place on the market in the CFM industry in Poland.

Another "startup" (ING Car Lease Polska). I organized the operations department from scratch. I participated in organizing the Commercial Department.

Implementation of the ISO 9000:2001 Quality Certificate at ING Car Lease - the first CFM company with the ISO certificate in Poland

Successful transformation of ING Car Lease as part of the business acquisition process by Alphabet International.

I was listed 3 times (in all editions that have taken place so far) on the list of "100 most influential people in the automotive industry in Poland)

I was on the list of "People of the decade in the fleet industry 2001 - 2011

Education:

1991 - 1992	University of Warsaw - Faculty of Economics. Postgraduate studies "Finance and Banking"
1985 – 1991	University of Warsaw – Faculty of Journalism and Political Sciences - Master of Political Science
1980 – 1985	Electronic Technical School

Languages:

English	–	Communicative
Polish	–	Native

Interest:

Automotive, motorcycling, rock music, watches, international affairs, politics and economy, sports.

Wyrażam zgodę na przetwarzanie moich danych osobowych zawartych w mojej ofercie pracy dla potrzeb niezbędnych do realizacji procesu rekrutacji (zgodnie z Ustawą z dnia 29.08.1997 o ochronie danych osobowych – Dziennik Ustaw nr 133 poz. 883).