

Bc. David Rektorys

Head of B2B Digital / Senior Digital Manager

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Personal profile

Senior digital manager with 8+ years' experience of delivering digital products/projects, leading multiple agile software development teams and creating great customer-focused experience. My biggest strength is the combination of deep technical know-how and business insight, ability to inspire and motivate people to give their absolute best and also my passion, drive and energy I always dedicate to my work. I have a solid track record defining product strategy, creating technical solutions paired with beautiful and functional design, digitalization of processes and improve business KPI targets in various industries (ecommerce, banking, telco).

I'm very passionate about creating strong cross-functional and end-to-end teams and bridging the gap between technology and business. My strong beliefs are user research, data-driven decisions and common sense, which all fit into a long-term product strategy.

Recently I have focused a lot on strategic leadership rather than daily operations, as my successors started to take over many of my previous tasks and responsibilities.

Latest work experience

T-Mobile Czech Republic

Head of B2B Digital (5/2020-ongoing)

Delivery of B2B portal: creation and expansion of a fully digital self-service platform for SME and large corporate customers in Czech and Slovak market. This new digital product/channel will allow customers to completely manage their mobile, fixed and ICT services (also activate new services), view and pay invoices, purchase new hardware devices (smartphones, tablets etc.) and will also serve as a platform for future business development with these customers. The B2B platform has had a huge impact in customer satisfaction (up by +48%), lowering operational costs and driving new digital revenue. In this team, I lead 30+ FTEs with various roles (product managers, analysts, UX designers, developers, testers etc.) and manage a budget of 1.3 million Euro.

In the future, I have arranged for this new platform to also serve as a white-labelled base for implementation across other Deutsche Telekom markets in the EU.

Moneta Money Bank

Product Owner / IT manager (1/2018-4/2020)

I was the head of full-stack agile development squad with a primary responsibility of end-to-end delivery of Deposit team backlog: vision, design, development and implementation of scalable fully online onboarding channels for new customers and launching new digital products (current account, savings account etc.). In this role I was able to truly utilise my strong technical background and UX expertise to deliver the most commercially successful fully online bank product (savings account Spořít), which grew the bank's total deposit balance by 21,5% and customer acquisition by 320%. This fully digital product later won 2nd prize in "Financial product of the year" award by FinParada.cz.

Among my key priorities were ensuring frequent releases of new product features, software functionalities, budget ownership, team staffing/hiring, backlog/roadmap management and implementing continuous CICD automation (regression tests, automated testing, ad-hoc environments etc.). I was also periodically reporting to the Board of directors.

Overall, we worked in an ever-changing turbulent environment (both technologically and operationally) on solving extremely complex but highly rewarding challenges – and I loved every second of it.

O2 Czech Republic

Senior Project manager (1/2017-12/2017)

During my 1-year contract, I delivered two large projects with a significant impact in customer experience, mobile network performance management and cooperative transportation systems. The size of my teams exceeded 30+ people and total CAPEX reached 230+ mil CZK (\$10+ mil USD).

WebNaut

IT project manager (8/2015-1/2017)

Coordinating several parallel e-commerce projects for the agency's clients. Responsible for technical analysis, pricing offer, defining business objectives and delivering a solution.

GS1 New Zealand

IT project manager (10/2014-6/2015)

Leading a multi-national team to redesign a large corporate website for an international company. The project had challenging circumstances (many stakeholders with conflicting interests, limited budget and strict time deadline). I negotiated for the work to be outsourced and hired a development team from overseas. This resulted in a more competitive offer and lowered the final project costs by 66%.

Key skills

Product/team management:

- Proven leadership skills: leading a combined agile business/technical development team
- Delivery of digital products within required quality, deadline and scope
- Building strategic business processes and customer journeys into core IT systems
- Designing vision and driving product roadmap
- Management of multiple teams, backlogs and budgets
- Entrepreneurial mindset and drive to get things done

- Internal/external stakeholder management (board members, industry regulators, customers, vendors, bodyshop suppliers etc.)
- Ability to align many various roles and getting them excited about the proposed solution
- Passion for launching new products and implementing new product features
- Holder of Prince2 project management and Agile/Scrum certification

Technical skills:

- Previous experience as a front-end developer (HTML5, CSS3 and Javascript)
- Deep technical understanding of software development and how to manage it effectively (digital products, e-commerce, SaaS, complex integrations, webdesign, UX etc.)
- Working knowledge of API data integrations (HAL), IT architecture, complex core back-end systems and various support applications (legacy backends, Atlassian/Jira, MS Sharepoint etc.)
- Experience with GIT, release management, automated test tools and open-source systems
- Running DevOps to ensure high software quality and continuous value delivery

References available on request