

Anna Sieńko

SUMMARY:

Experienced leader and team contributor with proven track record over 30 years in IT and consulting industry.

Strong in client relations and business development, building successful teams with clear goals and high motivation.

Frequent keynote speaker/panelist in IT and business conferences.

EXPERIENCE:

PWC 2015 – 2025

06/2023 – today – PwC IT Services Supervisory Board Member

2019 – 06/2023 PwC IT Services sp z oo – CEO

PwC IT Services is a company built based on acquisition made by PwC in 2016. Company is owned 50/50 by PwC CEE and PwC UK.

Key achievements:

- Team growth from 250 FTE up to 600 FTE
- Revenue growth – 400%
- New markets – Western Europe - contributing 40% to the revenue
- New competences have been opened (Microsoft F&O, Workday etc)

2015 -2019 CEE Technology Partner

Key responsibilities and achievements:

- Building PwC CEE technology strategy, building IT community cross CEE and cross lines of services as a foundation for reinventing PwC as technology-based company.
- With cooperation with marketing department crating first technology campaign which presents new PwC image – technology driven.
- Supervision of the IT acquisition – Outbox an IT company acquired by PwC CEE.

IBM 2003 – 2015

2015 – Central and Eastern Europe, Long Term Services Leader – responsible for strategic multimillion long term services projects cross CEE countries, managing international BDE team.

20013 – 2015: Central and Eastern Europe ITS (Integrated Technology Services) Director.

Managing (P&L responsibility) 15 countries, being responsible for ITS business, implementing IBM services strategy with special focus on cloud, analytics, mobile solutions. Winning strategic projects cross CEE.

2009 - 2012: Country General Manager, Poland.

Key responsibilities and achievements:

- Responsible for P&L for Poland and Baltics
- Engaged personally in key client 'engagements and negotiations.
- Building, leading, motivating IBM team.
- Representing IBM in many conferences and business meetings.

Leading new initiatives to identify and launch new businesses for IBM with focus on ESG, using IBM's information technology expertise as well as IBM's materials & processing expertise to solve critical problems around environmental issues. Working with organizations across IBM geographies to create a portfolio of additional new business opportunities around Smarter Planet initiatives.

2006 – 2008: Global Technology Services Manager

Successfully transformed services organization in IBM Poland from organization which support other line of business into to the leading line. It happen thru wining strategic projects which changed the market perception about IBM – from HW provider to Services provider.

For 3 years doubled services revenue, created new portfolio, built secured and healthy projects backlog.

2003 – 2005: Strategic Outsourcing Go-To-Market Manager

Build effective outsourcing engagement organization being able to gain leading outsourcing position in Poland, set up outsourcing standards for Polish market, signed first-in-Poland SAP application outsourcing transaction with leading mobile operator, won many others outsourcing transactions in banking, industry and insurance sectors. Became recognized as outsourcing expert in Poland.

Lockheed Martin US/OPTIMUS SA Group

2000 – 2002 Joint Venture Lockheed Martin and OPTIMUS SA:

2001 – 2002 Xtrade SA (JV: Optimus, BRE Bank, Warsaw Stock Exchange and Commerce One) - CEO. Managing start-up company, market development, customer service, creating first in Poland eCommerce platform, successfully selling to many clients an auction service.

2000 – 2001 Optimus Lockheed Martin ITG S.A., CEO

Managing turn-around strategy for Polish American JV company.

The strategy included critical component - creating a separate business entity charged with implementing a B2B e-commerce platform targeted at the largest clients in Poland in finance (mainly banking and insurance) industry. In 2001 it was the first B2B platform successfully created in Poland.

IBM Poland

1999 – 2000 Strategic Outsourcing Manager in IBM Global Services org

Responsible for establishing, developing, and maturing the Outsourcing Division within IBM Polska Global Services as part of the IBM's world-wide outsourcing organization. Won and signed first biggest outsourcing contracts for IBM Poland.

BITBANK sp z o.o. (company owned by NBP)

1994 -1999, CEO of the Banking IT Services Company, working out and implementing a successful turnaround strategy for the declining company, Focusing on the core competencies - advanced banking IT services incl Application Development and Maintenance; Managing successful cultural transformation of service delivery oriented staff into highly motivated, customer focused team; implementing tight financial control for costs and expenses together with rigorous revenue planning and budgeting. From 1995 to 1998 BITBANK's revenues grew 350% and the net income (pre-tax) 1000%. More than 80% of the business was coming from the banking sector.

1989 - 1994 Leading System Development and IT Consulting department,

National Bank of Poland (NBP)

1985 – 1989 NBP's regional DP Centre - application and systems programmer

EDUCATION

04.1983 - M.Sc. in Computer Science

10.1978 – 04.1983 - Electronics Faculty at Akademia Górniczo-Hutnicza (Technical University in Kraków) - graduated with honours

PROFESSIONAL EDUCATION

Management and Marketing – Maria Curie-Skłodowska University in Lublin (1996 – 1997)

FOREIGN LANGUAGES

Fluent written and spoken English

OTHER:

Council or Board Member Roles: The American Chamber of Commerce in Poland – 2011 - 2015

Top Influential women in Poland Award 2010 given by Finance Newspaper category Economy

IBM activities, such as engagement w/ European Women's Council, EX.I.T.E. camp, etc..

Active mentor of IBM and PwC employees; IBM Global Women's Council – establishing networking meeting for IBM woman. Active in PwC women network.