

Róbert Ravas

SENIOR LEADER

Skills

Technical Proficiency
Leadership
Project Management
Communication
Operation Management
Financial Acumen
Vendor and Stakeholder Management
Problem-Solving
Team Building
Negotiation
Conflict Resolution
Emotional Intelligence

Interests

Skiing, hiking, jogging, book
reading, traveling,

Language

English

Summary

The senior technical oriented leader with twenty years of industry experience in real estate, manufacturing and facility management, who has successfully led large projects, teams of people and sub-contractors, and accounted for multi-million budgets. Experienced people manager, team player with passion for collaboration. Highly skilled in Operation Management, Leadership, Project Management, Project Implementation, Negotiation.

Work experience

Head of Asset Management at JTRE, Bratislava

OCTOBER 2019 - JUNE 2023

Responsible for overseeing the management of the company's real estate assets

- Oversaw a portfolio of over 800 million in real estate assets, managed the financial performance of the portfolio, was responsible for technical conditions of the buildings, managed property services and facility services
- decreased of service costs of portfolio assets for three consecutive years in a row, saved 10% on OPEX costs vs budget, created CAPEX investment plans for 5 years ahead to asset owners and advised them by priorities
- led team of professionals and motivate them to ensure success, cooperated across various departments internally and externally, developed business relationships with tenants and asset owners
- conducted the company's real estate strategy, flexibly adapted to newly created market conditions (Covid-19, energy crises, ESG), successfully established economy measures, regularly reported portfolio performance and provided recommendations for improvement to stakeholders

Real Estate Operations Manager for Slovakia & Czech Rep. at IBM, Bratislava

SEPTEMBER 2015 - SEPTEMBER 2019

Managed Real Estate Operations in Slovakia and Czech Republic

- developed Real Estate portfolio of more than 80 000 sqm in several cities (Prague, Brno, BA, KE, BB), successfully led two growth strategy relocation projects, HQ/CIO office of ca 11 500 sqm and ISC office of ca 20 000 sqm, drove strategy optimization project of CEE HQ office of ca 8 000 sqm, managed various office expansion projects to support company growth, won SK Office of the Year 2016
- managed and was responsible for technical conditions of the premises, facility services and maintenance, planned infrastructure investments and projects
- led Real Estate teams across two countries, planned staffing needs team activities, education plan and personal development
- achieved best market commercial conditions via negotiations with landlords and suppliers, applied corporate strategy, protected company interest towards vendors

Real Estate Operations Manager for Slovakia at IBM, Bratislava

JANUARY 2008 - AUGUST 2015

Managed Real Estate Operations within IBM Slovakia & IBM International Service Center

- developed Real Estate portfolio of more than 50 000 sqm (BA, KE, BB), the biggest office tenant in Slovakia, successfully led strategy relocation project of HQ office of ca 7 500 sqm, established new office in Kosice of ca 1 200 sqm, managed dozen fit out projects, analyzed office possibilities in Ukraine to create strategy for company acquisition
- led Real Estate team, planned staff requirements, personal development,

coordinated Facility Management team and suppliers

- negotiated fair prices and savings with suppliers above the global contracts, delivered services and projects on time with perfect quality, within given budget, built work space strategy in very growth and demanding environment
- achieved positive financial operational results on competitive CEE level

GSM site manager at GEFCO Slovakia, Trnava

JULY 2006 — DECEMBER 2007

Responsible for overseeing the day-to-day operations of a logistics center, manage a team of employees and motivate and lead this team to achieve common goals.

- established warehouse of 5 400 sqm, hired staff, created operational procedures, provided technological equipment, oversaw installation of the production line, successfully put entire site into operation
- made sure that all operational procedures are followed and that all employees are trained and knowledgeable about these procedures, that workplace is safe
- developed and implemented strategies to increase efficiency, optimize costs, and improve customer service, resolved customer complaints and handle any arise issues
- secured regular maintenance and preventive maintenance of technological devices, set-up complex site waste management

Key Account Manager at HSG Zander, Bratislava

FEBRUARY 2004 — JUNE 2006

Responsible for ensuring that a company's facilities and equipment are maintained and operated in a safe, efficient, and cost-effective manner.

- oversaw the maintenance of all facilities, ensuring that they are well-maintained, according local regulations safe and secure
- led team of young dedicated people, guided them to succeed with client, stabilized condition within the team, led them by example
- proposed service and technical improvements, supported client with his needs, requirements, implemented client's global strategies regarding space, utilities, technical services, infrastructure projects
- managed the procurement and distribution of supplies, equipment, tools, negotiated contracts with vendors

Investment specialist at IDC Holding, Trnava

JULY 2002 — JANUARY 2004

- oversaw the installation of new production line within the plant
- coordinated suppliers and managed installation process of the technological devices, set up operational procedures and maintenance needs
- successful launched of complete production line, trained operational personnel and maintenance staff

Education

Ing., Slovak Technical University,

Faculty of Materials Science and Technology Trnava

1996 — 2002

Technological Devices and Systems

Secondary Technical School, Trnava

1992 — 1996

Mechanical Engineering