

PhD candidate

# Járfás Zsuzsanna

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## Objective:

Strategy: new growth, differentiation, repositioning, brand & image management

Implementation: business and operating model optimization, change management, structure building

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**Experience** 2017 November - present

**Director, Japan *CoreLogic***

- Brand and image management
- Discover and develop local and regional growth opportunities
- Advise on and champion corresponding internal capability and/or process alignments, support with project management
- Manage and develop strategic partnerships: advise on go-to-market activities (Nasdaq, Xceedence); client relationship management

2014 July - present

**Advisor, business and operating model optimization, Japan**

- Clients: management advisory services, shipping, white goods and car manufacturing, food industry, renewable energy, lifestyle / fitness
- Highlight of achievements:
  - Led a consulting team to optimize business & operating model by process improvement, capability training, diversity inclusion, management coaching and communication design optimization. Workshops included culture and strategy formulation, product development, team development and management training. Corporate functions: sales, operations, procurement, inventory management, logistics, HR, IT system development and integration into workflows
  - Strategy-formulation/innovation/structure building: build organizational innovation capability by restructuring communication flows and processes
  - HR: retention, performance motivation, capability building, team development, management pipeline development, management training, diversity inclusion
  - Cost optimization: systems approach to assess operating model, discover problem, gain buy-in to increase acceptance of recommendations by joint development of solutions (inventory management)

2013 March – 2014 June

**Project facilitator, Development of Telecommunication Network for Iraq *Nippon Koei Co. Ltd.***

Project scope: to reconstruct and modernize Iraq's telecommunication network, to introduce 4G technology and supporting infrastructure. Geographically dispersed international multi-disciplinary team.

- Coordinate between organization and client government, conflict management, client advocate, contract negotiation, team development, quality and progress control, project office deployment
  - Design client capability training program, supervise delivery
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## Experience cont'd

2012 - 2013 Staffing administrator **PASONA Inc. Tokyo HQ**  
2010 - 2012 Assistant secretary **El Taller Latino Americano, New York**  
2007 - 2012 Maternity leave/spouse's job transfer; United States  
2003 - 2007 Lecturer **Yokohama Board of Education**  
2001 - 2004 Instructor **INTERAC Tokyo**  
1993 - 2001 Maternity leave, Japanese language studies (Japan, United States)

1990 - 1992

### **Program manager/conference producer, KULTURINNOV**

Event and conference management, design/deliver/supervise capability training programs

1986 - 1990

### **Account manager, Consortium of Power Plants of Hungary, World Bank Procurements Division**

In charge of international procurement tenders - prepare and negotiate USDMil. agreements, client services

1986 Administrative intern, **Bilge Kitaplar Publishing, Istanbul**

## University studies

### **PhD candidate, Marketing**

Babes-Bolyai University

### **MBA Finance**

Globis University Graduate School of Management, Japan

### **BA**

Budapest Business School

### **Entrepreneurship and Innovation in China**

CEIBS (China Europe International Business School, Shanghai)

### **Teaching House, CELTA Program**

Saint John's University New York

## Key competencies

- People management
- Communication
- Cultural sensitivity, adaptation
- Analytical problem discovery & solving
- Project management PMI
- Client / market-centered
- Work under pressure, manage ambiguity
- English TOEIC 990, Japanese JPN1
- Spanish business level
- Other languages: Russian, German, Turkish

15.06.2021.

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