

AKOS KOVACS

Executive Director | RevOps, Digital Transformation & Market Expansion

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PROFESSIONAL SUMMARY

Data-driven commercial executive and digital transformation leader with 10+ years scaling operations across APAC and EU markets. Specialized in bridging the gap between complex technical infrastructure and enterprise revenue growth. Proven track record of architecting BI systems, launching new market verticals, and leading cross-functional tech and commercial teams. Currently focused on leveraging AI and data automation to optimize business operations and drive high-margin enterprise partnerships.

CORE COMPETENCIES

Digital Transformation; AI Integration & Automations; RevOps & Data Analytics (SQL/Python/LLMs); BI Architecture (Tableau/Power BI); International Market Entry (APAC/EU); GTM Strategy; Enterprise Partnerships; P&L Management; Agile/OKRs.

EXPERIENCE

Independent Consultant, AI & Digital Transformation Sabbatical - Hungary | 2025-2026

- Architected and developed "Blueprint," an AI-driven, production-ready Construction Project Management System from the ground up. Utilized LLMs to accelerate full-stack development, deploying a system designed to optimize resource allocation and standardize core construction workflows.
- Engineered custom data analysis tools and AI-driven automation scripts using LLMs, and API integrations.
- Developed sophisticated data models for gaming and tactical analytics (e.g., the tactics.tools ecosystem), demonstrating hands-on expertise in crawling disparate data sources and transforming raw API data into automated, actionable business intelligence.
- Consulted on digital workflows and infrastructure modernization, maintaining up-to-date, practical expertise in deploying generative AI for enterprise environments.

Director of Commercial Operations & Tech Strategy - Black Sheep Group, Hong Kong | 2023-2025

- Architected and deployed a centralized performance dashboard system, effectively diagnosing underperforming revenue streams and driving significant upsell and cost-recovery across a complex, multi-brand portfolio.
- Led the operational turnaround of a legacy in-house delivery service. Managed the full lifecycle of last-mile logistics, optimizing dispatch systems and fleet operations to salvage and maintain a critical direct-to-consumer revenue channel.
- Spearheaded complex commercial negotiations, securing 8 major enterprise partnerships yielding ~USD 1.2M in annualized revenue.

- Optimized digital revenue channels and unified operational data to streamline executive decision-making and cross-departmental agility.

Interim Chief Executive Officer - Eva Cosmetics, Hungary | 2022-2023

- Led post-acquisition operations and stabilized the business, retaining 95% of key enterprise accounts and preventing team turnover during a high-stakes transition phase.
- Executed comprehensive contract audits and supplier renegotiations, reducing financial exposure by ~12% and improving gross margins by 300 basis points.
- Rebuilt the executive leadership structure, recruiting and onboarding critical technical and commercial hires for scalable growth.

Director of International Expansion - AgroVIR, Hungary | 2021-2022

- Spearheaded B2B SaaS market entry into 3 new EU territories (Netherlands, Austria, Romania) within 9 months, securing foundational enterprise clients.
- Engineered scalable sales playbooks and data-driven targeting, reducing the ramp-to-first-deal metric for new local hires to ~60 days.

Director of Business Intelligence & Business Development - Foodora (Delivery Hero), Hungary | 2019-2021

- Directed the regional Business Intelligence (BI) team, building the data infrastructure and operational reporting systems required to support commercial functions across multiple EU markets.
- Led rapid expansion during the COVID-19 era, launching grocery and pharma tech verticals that generated an estimated \$20-25M+ in annual GMV (capturing 10% of the local category volume).
- Scaled digital infrastructure to support the launch of 13 virtual brands and integrated 120 partner locations into the platform ecosystem within 12 months.
- Consistently achieved the highest employee NPS among all commercial leaders, fostering a culture of high-performance and technical mentorship.

Co-Founder & Head of Digital - Five:IT, China | 2015-2019

- Scaled a digital agency to ~USD 500k ARR, maintaining a ~70% YoY enterprise client retention rate with major accounts including Deutsche Bahn and Celine.
- Led a 20-person cross-functional tech team (developers, UX specialists, product managers).
- Engineered reusable design systems and integration playbooks, reducing the delivery time for enterprise-grade web applications and WeChat mini-programs to an average of 5-6 weeks while maintaining exceptional client NPS.

Early Career: Enterprise Operations & IT Analysis

Various Roles (ExxonMobil, CECZ, Mirtis Creative) | 2010-2014

- Supported business-critical IT systems at ExxonMobil, ensuring ~99.9% uptime. Facilitated large-scale cross-border enterprise partnerships between the EU and China.

EDUCATION

MSc, Chinese Economy and Business — Rotterdam School of Management, Netherlands | 2012–2013

BSc, Business Information Technology — Corvinus University of Budapest, Hungary | 2008–2012

TECHNOLOGY & LANGUAGES

- **Cloud & Architecture:** Vercel, Supabase, Serverless Deployment, API Orchestration, Modern Web Stacks.
- **AI & Engineering:** Python (Pandas, Automation), LLM Integration & Deployment, Rapid Prototyping.
- **Data & BI:** SQL, Tableau, Power BI, Looker, Data Crawling & Pipeline Management.
- **RevOps & Management:** Salesforce, HubSpot, Jira, Enterprise Operations Architecture.
- **Languages:** English (Fluent), Hungarian (Native), Mandarin (Basic), Japanese (Basic).