

MARGARET DEZSE

July 2019 to present ERNST & YOUNG, HUNGARY

Independent contractor assisting EY with business relationships within the private entrepreneurial sector and with the EY Entrepreneur Of The Year program (EoY).

June 2008 to July 2019 ERNST & YOUNG, HUNGARY

Partner in charge of the Transaction Advisory Services (TAS) in Hungary

Leading a one-partner practice of around 35 professionals, including Transaction Services, Valuation and Business Services, Debt Advisory Services, and Merger & Acquisitions, doubling revenue over this period. Member of the Hungarian Leadership team / Markets Board

CSE TAS Markets Leader (2010-2013). Setting up a go-to-market structure based on priority accounts, key sector / leaders, Capital Events and a small Markets Team

TAS Central Cluster leader (January 2011 - January 2018). Re-established the TAS teams in the Balkans, led close collaboration of the team resulting in TAS revenues growing from 7 mUSD to 16 mUSD with the development of a team from 54 to 150 colleagues. Member of the Central Cluster and CSE TAS Executive Teams

Sectors: Various sectors with strong focus on middle market. Active participation in the EY Entrepreneur of the Year program, including mentoring and accompanying Hungarian winners to EoY in Monaco

Markets: Middle Market Sector Leader and Client Service Partner for major multinational accounts. Numerous presentations, panel discussions, press conferences and interviews, such as HVCA and BET 50 conferences

People: Transitional coach for new Partners and Associate Partners. Facilitator for the *Negotiate @ EY*, after having completed the "*train the trainer*" course. Regular observer and coach at the CSE Senior Management Development and Assessment Course (SMDAC). Covey Leadership Course

1984 - 2008 PRICEWATERHOUSECOOPERS

1999 - 2008 Partner PwC Central Eastern Europe Budapest, Hungary

Admitted to the partnership following the merger of Price Waterhouse and Coopers & Lybrand
Led the Transactions Team of 45 professionals in Hungary
CEE regional leader for Mergers and Acquisitions
Member of the PwC Partnership Admission Committee
Built the Corporate Finance practice in Ukraine and was the CEE Human Capital regional leader for the Advisory practice in PwC CEE

**July 1996 - July 1998 Director in Charge of the Corporate Finance Department
Budapest, Hungary**

Lead a staff of 25 (including administration and HR, compensation, training, recruitment, motivation/retention)

Developed strategy and marketing initiatives, prepared yearly budgets, monitored and reported results monthly to local and regional partners

Oversaw projects from perspective of quality and risk management; project managed and executed assignments

**July 1990 - July 1996 Director / Senior Manager / Manager / Supervisor Consultant
Corporate Finance Department
Budapest, Hungary**

Consulted Fortune 500 and other multinational companies on various stages of investment process and post-acquisition, including general, organizational, and financial matters

Advised the Hungarian Government on privatization of Hungarian companies

Responsible for soliciting new clients and project managing the assignments

**April 1989 - June 1990 Assistant Manager, Audit Department
Budapest, Hungary**

Set up the Audit Department and started a self-sufficient practice in the newly established office. Managed clients' requests, hired local staff, developed professional training for new hires, introduced quality and performance measurements and controls, and liaised with the London Head Office

**July 1984 - March 1989 Assistant / Senior, Audit Department
Edmonton, Canada**

Managed and performed various audit assignments for clients. Industries included insurance, manufacturing, printing, biochemical research, wholesale and retail, not-for-profit organizations, natural gas and oil distribution

EDUCATION

**1984-1987 INSTITUTE OF CANADIAN CHARTERED ACCOUNTANTS
Edmonton, Canada**

Received Chartered Accountant designation after completion of the provincial prequalification examinations and the Canadian Uniform Final Examination

**1980-1984 UNIVERSITY OF ALBERTA
Edmonton, Canada**

Earned Bachelor of Business Administration and Commerce degree. Graduated with distinction following a general management curriculum with concentration in accounting and finance. Achieved Dean's List each year. Awarded Louise McKinney Scholarship for overall academic achievement

LANGUAGES

- English - Native
- Hungarian - Fluent
- French - Limited