

Top Skills

Technical Project Leadership

Product Operations

Digital Strategy

Languages

Polish (Native or Bilingual)

English (Full Professional)

German (Limited Working)

IoT Wireless Business Product Development

Cracow, Małopolskie, Poland

Summary

Highly motivated IT professional with a passion for driving growth in startups and smaller companies

I'm a results-oriented IT business development expert with a proven track record of success in helping startups and smaller organizations achieve their growth objectives. My technical expertise, combined with my enthusiasm for innovation and strategic thinking, makes me an invaluable asset to any organization seeking to expand its reach and impact.

Throughout my career, I've excelled at identifying and pursuing new business opportunities, building and nurturing strong client relationships, and leading cross-functional teams to achieve breakthrough results. My expertise extends to project management, financial analysis, and sales and marketing strategies, enabling me to provide a comprehensive approach to business growth.

If you're a startup or smaller company seeking rapid growth and expansion, I'm your dedicated partner. My passion for empowering businesses and my commitment to delivering exceptional results make me the ideal choice to help you achieve your goals and thrive in today's competitive market.

Let's connect and explore how my skills and experience can accelerate your organization's growth journey.

Experience

Silvair

9 years 3 months

Head Of Business Development

January 2020 - Present (4 years 8 months)

Cracow, Małopolskie, Poland

Driving Silvair's revenue growth and expanding market reach as Head of Business Development

- Developing and executing a business development strategy that aligns with the company's overall goals.
- Leading and managing a business development team and sales professionals to achieve ambitious revenue targets.
- Establishing and maintaining strong relationships with key industry players and forging strategic partnerships.
- Staying abreast of the latest trends and developments in the IoT and connectivity industry to ensure the company's competitiveness.

Business Development Manager

July 2017 - January 2020 (2 years 7 months)

Cracow, Małopolskie, Poland

Driving growth and innovation as a Business Development Manager

- Identifying and developing groundbreaking business opportunities in the IoT landscape, specializing in Bluetooth mesh connectivity solutions.
- Leveraging a deep understanding of Bluetooth mesh technology, including relevant standards and protocols, to craft tailored solutions for clients.
- Unleashing proven negotiation prowess to successfully close deals with both new and existing clients, expanding the company's reach and impact.
- Captivating potential clients and partners with exceptional communication and presentation skills, effectively conveying the value proposition of Silvair's innovative solutions.

Technical Project Manager

June 2015 - June 2017 (2 years 1 month)

Cracow, Małopolskie, Poland

Directing seamless project execution as a Technical Project Manager:

- Utilizing expertise in project management, specializing in technical projects within the IoT landscape, with a particular focus on Bluetooth mesh connectivity solutions.
- Possessing a profound understanding of Bluetooth mesh technology, including comprehensive knowledge of relevant standards and protocols, to guide project development.
- Demonstrating a proven track record of successfully managing and delivering technical projects on time and within budget, ensuring project milestones are consistently met.

- Embodying exceptional leadership qualities, effectively guiding and motivating cross-functional teams, including engineering, product development, and QA teams, towards project goals.

RR Donnelley

1 year 11 months

Global Key Account Manager

September 2014 - June 2015 (10 months)

Cracow, Małopolskie, Poland

Managing global partners while delivering SaaS services to the financial sector.

- Partner with clients to understand their fund reporting needs and identify how our SaaS platform can streamline their processes.
- Collaborate effectively across internal teams, including product, engineering, and customer success, to ensure clients receive the support they need.
- Manage the client onboarding process, ensuring a smooth transition to our platform.
- Proactively identify and address client concerns, fostering strong relationships and maximizing client satisfaction.
- Track key performance indicators (KPIs) to measure client success and identify opportunities for improvement.
- Stay up-to-date on the latest industry trends and product features to represent the value proposition to clients effectively.

Implementation Specialist

August 2013 - August 2014 (1 year 1 month)

Cracow, Małopolskie, Poland

Deploying a SaaS platform to a global customer base.

- Onboarding clients to FundSuiteArc, the company's fund reporting platform, and ensuring seamless integration with their existing systems and workflows.
- Acting as a trusted advisor for clients throughout the implementation process by providing technical support, platform training, and troubleshooting expertise.
- Establishing and maintaining strong client relationships to ensure satisfaction and long-term success with FundSuiteArc.
- Utilizing technical knowledge and project management skills to ensure on-time and on-budget implementations.

- Working with development and product teams to bridge the gap between client needs and platform development, by gathering requirements and providing feedback for improvements and new features.

Kimball Electronics

6 years 5 months

SMT Process Engineer

January 2011 - July 2013 (2 years 7 months)

Tarnowo Podgórne, Wielkopolskie, Poland

New Product Introductions (NPI) in SMT Manufacturing

- Strategically selected the most suitable machinery, equipment, tools, software, and processes for NPI projects, managing budgets ranging from hundreds of thousands to 4 million dollars.
- Optimized SMT processes to deliver exceptional quality, performance, and desired cycle times for new products.

Led Production Support Software Development

- Spearheaded software development projects to enhance production support. This included creating or modifying tool software through all stages of the Software Development Lifecycle (SDLC), ensuring efficient implementation.

Global Process Expertise & Collaboration

- Contributed to the global Process Owner team, providing technical support and guidance to Kimball Electronics facilities worldwide.

Ensuring Customer Satisfaction and Quality

- Maintained positive customer relationships, participating in external process audits and managing corrective actions to guarantee continuous improvement.

Skilled in Manufacturing Excellence

- Demonstrated strong proficiency in Electronics Manufacturing, Lean Six Sigma, Industrial Engineering, Project Management, and Process Improvement.

Maintenance Team Lead

March 2007 - December 2010 (3 years 10 months)

Poznań, Wielkopolskie, Poland

- Led a team of 6 individuals as Maintenance Team Lead.

- Assumed the role of deputy Maintenance Manager, overseeing and directing team members to meet performance and productivity targets.
- Developed and implemented a comprehensive preventive maintenance plan for plant machinery and equipment.
- Expertly managed the administration, configuration, and upgrade of the MP2 maintenance system, ensuring seamless integration with external systems.
- Successfully managed the transfer of the maintenance spare parts warehouse to a new facility, ensuring minimal disruption to operations.
- Strong skills in Electrical Engineering, Maintenance Management, Preventive Maintenance, Manufacturing, and Process Improvement.

Education

Warsaw School of Economics

Postgraduate, Project Management · (2012 - 2013)

Poznan University of Technology

Master of Science (M.S.), Robotics and Automation

Engineering · (2010 - 2012)

Poznan University of Technology

Bachelor of Engineering (B.E.), Robotics and Automation

Engineering · (2005 - 2010)