

12 years of experience in Interaction with clients, always finding solution even to the toughest cases.

Główne umiejętności

Constructive Feedback
Communication
Management

Languages

Ukrainian (Elementary)
Russian (Elementary)
Polish (Native or Bilingual)
English (Professional Working)
Spanish (Elementary)

Certifications

Conceptual Selling Miller Heiman
Management Essentials
Project Management
Microsoft Certified: Data Analyst
Associate with Power BI
Certificate of Professional
Development in Business

Podsumowanie

Manager with 12 years of experience in interaction with clients, always finding solution even to the toughest cases.

Doświadczenie

CHEP

9 lat 6 mies.

Retail & Asset Management Field Manager (Poland & Baltics)
marzec 2022 - Present (2 lata 6 mies.)

Warsaw, Mazowieckie, Poland

- Objective setting and Performance Management of Retail & Asset Management Poland & Baltics countries
- Talent management process, including recruitment, coaching, training and development
- Proactively support team in the field via feedback and coaching
- Developing existing Distributors potential in line with the commercial policy and increasing Distributors satisfaction
- Implement and lead assigned strategic AM projects

Retail & Asset Management Team Leader

październik 2019 - marzec 2022 (2 lata 6 mies.)

Warsaw, Masovian District, Poland

- Coordinate a Retail & Asset Management field team
- Developing existing Distributors potential in line with the commercial policy and increasing Distributors satisfaction
- Leading, coaching and supporting team
- Implement and lead assigned strategic projects
- Building long term strategy to increase cost efficiency

Raben Group Leader (Poland & Baltics)

marzec 2017 - październik 2019 (2 lata 8 mies.)

Warsaw, Masovian District, Poland

- Implementation new pallet type in Poland & Baltic countries
- Contribute strategic ideas, driving better training content, incentives, and recognition and on trend marketing initiatives
- Preparation offers and agreements for new and existing customers
- Project management within the organization and with customers
- Cooperation with others departments in Poland and with teams in whole European CHEP network
- Creating strategic alliances with the main partners in order to increase FMS volumes
- Monitoring the market and competition activities

Sales Manager

marzec 2015 - marzec 2017 (2 lata 1 miesiąc)

Warszawa, woj. mazowieckie, Polska

- Identify and contact prospects, set relationship and negotiate with FMCG customers, prepare and present service offers, negotiate and close sales
- Introduce and advocate CHEP technology and services
- Manage activities to meet budget targets
- Fully evaluate the needs of the customers and use this information to build service offers
- Cooperate with other departments to finalize service offers which meet customer requirements

DS Smith

Sales Representative

luty 2013 - marzec 2015 (2 lata 2 mies.)

- Acquisition of new customers and taking care of positive relationships with existing
- Recognition of the market in terms of sales development
- Leading trade negotiations
- Preparation of commercial offers in query mode and the tender price
- Preparing product presentations and promotional materials
- Cooperation with other departments responsible for the implementation of sales plans

Liberty Poland S.A.

Regional Sales Coordinator

czerwiec 2011 - grudzień 2012 (1 rok 7 mies.)

- Management and development of the sales network
- Building and maintaining positive relationships with customers

- Product training for customers
- Market analysis and monitoring of the activities of the competition
- Preparing analyzes and reports sales

HD Punkt

Deputy Manager

czerwiec 2010 - czerwiec 2011 (1 rok 1 miesiąc)

Łódź, woj. łódzkie, Polska

- Management of subordinate staff
- Coordinating activities in authorized dealer satellite "N" television
- Professional customer service
- Realization of sales plans
- Supervision over the proper processes and document workflow

Wykształcenie

Szkoła Główna Gospodarstwa Wiejskiego w Warszawie

Master's degree, Logistics · (2016 - 2018)

Technical University of Lodz

Post-graduate, MBA – Innovative Technologies · (2010 - 2011)

Technical University of Lodz

Bachelor's degree, Management and Marketing · (2006 - 2009)
