

CEO @ Sellics | Expansion | Startups | Transformation | Ex-Uber & Consulting
Warsaw, Mazowieckie, Poland

Summary

I am the CEO of Sellics, a company that offers comprehensive solutions to enter and increase profits on marketplaces, such as Amazon, Allegro, eMAG, and Kaufland. I lead a team of e-commerce experts delivering strategic support and a technology platform that helps our clients optimize their sales and operations.

With over 15 years of experience in business strategy, expansion, restructuring and process improvement, I have successfully launched and scaled startups, and worked as a manager and consultant in international advisory firms, such as EY, Deloitte, and KPMG. I have also led the Uber Eats business as the General Manager.

My interdisciplinary educational background covers finance, law, management and technology. I hold executive certificates from MIT and Harvard, as well as professional credentials from CIMA and PMP. I am passionate about creating value, solving problems and empowering teams.

Experience

Sellics

2 years 1 month

Chief Executive Officer

February 2023 - Present (1 year 7 months)

Poland / Europe

Growing a leading multi marketplace tech-enabled agency in Europe!

Sellics offers comprehensive solutions to enter and increase profits on marketplaces (e.g. Amazon, Allegro, eMAG, Kaufland). Our platform, together

Top Skills

Sales Management

Negotiation

New Business Development

Languages

Polish (Native or Bilingual)

English (Full Professional)

Certifications

Executive Certificate in Technology, Operations and Value Chain Management

Project Management Professional (PMP)

Chartered Global Management Accountant (CGMA)

Chartered Management Accountant (ACMA)

Leader Kaizen (KAIZEN Facilitator)

with strategic support from our ecommerce experts, will help you get the most out of your sales. Our mission is to boost profits of companies that sell on the largest markets in Europe.

Chief Revenue Officer (CRO)

August 2022 - February 2023 (7 months)

As a Chief Revenue Officer I was responsible for marketing, sales, partnerships and customer success (brands and resellers). After successful 6 months in the CRO role, I was appointed as the CEO of Sellics.

Saba Cloud

Co-Founder

March 2021 - Present (3 years 6 months)

Clearco

CEO

May 2020 - April 2022 (2 years)

Poland / Europe

Clearco was a fintech (Revenue Based Financing) concept developed in a venture-building model. Clearco empowered eCommerce owners to grow their businesses, by providing easy and fast access to financing. After 6 months, MVP with a first client was delivered, during next 6 months company expanded to 3 international markets and secured 12m EUR financing.

Uber

General Manager, Uber Eats - Poland (NCEE region)

May 2019 - May 2020 (1 year 1 month)

Poland / CEE

As a General Manager I significantly boosted Uber Eats business in Poland - the biggest market in the NCEE region and one of the priority markets in the EMEA. My key responsibilities included market expansion, healthy marketplace, P&L ownership, managing cross functional team and close cooperation within NCEE region. I was able to increase the number of Uber Eats cities 4 times, increase number of trips 3 times, improve bottom line and improve Uber Eats PR in Poland (discussion panels, media, events).

Crimson Education

CEO

April 2017 - April 2019 (2 years 1 month)

Poland / Italy

I was hired by founders to transform a start-up into a leading education and career consulting company in Poland. I had a full P&L ownership and was managing a team of 30+ full-time and 100+ part-time employees (Poland, UK, US). I've boosted revenues from agency and premium services (3x in the first year), recruited and trained a team of professional consultants, expanded services to Italy, optimized processes and organization using best-practices, implemented digital transformation and managed the exit of founders.

EY

Manager, Business Consulting

January 2013 - February 2017 (4 years 2 months)

Poland / Europe

I was a Manager (previously Consultant) in business advisory services (Poland/ Europe). Responsible for delivering strategy, restructuring and performance improvement projects, managing consulting teams, business development and achieving sales and quality targets. My biggest achievement was a successful preparation of restructuring plan - process, organizational structure and financial optimization (USD 26 M EBITDA constant growth after the second year).

IPOPEMA Business Consulting

Senior Consultant

March 2010 - December 2012 (2 years 10 months)

Warsaw, Poland

I was a leading business consultant, responsible for managing projects and project streams. Delivering projects focused on financial advisory (financial analysis, feasibility study/ business case analysis, restructuring), performance improvement (organizational and process transformation, work effectiveness analysis, benchmarking), SSC (concept preparation, system/ workflows business design, implementation).

KPMG

Assistant II, Financial Services Audit

July 2008 - February 2010 (1 year 8 months)

Warsaw, Poland

Audits of financial statements (IAS, IFRS) including credit risk analysis for banks and investment funds.

Deloitte

Intern, Tax Advisory Services

May 2007 - February 2008 (10 months)

Warsaw, Poland

Corporate Income Tax (CIT) advisory. Finalist of Deloitte „Tax Academy”.

Education

Massachusetts Institute of Technology - Sloan School of Management

Executive education in Technology, Operations and Value Chain Management · (2015 - 2016)

Harvard Business School Executive Education

Uber Strategy & Leadership Executive Education · (2019 - 2020)

SGH Warsaw School of Economics

PhD studies, Management · (2009 - 2012)

University of Warsaw

M.A., Law · (2004 - 2009)

University of Warsaw

M.A., Economics (Finance and Banking) · (2002 - 2007)
