

Contact HR Consultant for CV No: 341241

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**Education**

**09/2005 – 05/2007** Master of Business Administration: Cracow University of Economics, Stockholm University,

**09/1994 – 06/1999** Master of Science: – Academy of Mining and Metallurgy - Cracow, faculty

ofElectrical engineering and automatics

**09/1989 – 06/1994** High school in Pszczyna, profile mathematics – physics

**Professional experience**

**09/2015 – still lasting** OTC Buyer, Farmacol S.A.

Pharmacist purchasing,

* Managing over 200 vendors.
* Negotiating purchases conditions, contracts and sales strategy.
* Build long-term cooperation.
* Responsible for proper performance purchasing according to strategy and goals.

**09/2011 – 03/2015** Sales director, Zeta Pro Office S.ATrade: Stationery and paper products; distribution, sales B2B

* Management over 20 persons team.
* During last 3 years turnover grew about 100%.
* Supervising buyers and sales people in departments: purchases, sales and also marketing.
* Introduction procedures, indicators and analytics tools.
* Signature trade agreement, introduction about 10 new product lines to port-folio.
* Signature exclusive trade agreement with Kodak USA. Company achieved exclusive distribution Kodak’s batteries, specialist papers, CD/DVDs all over the Poland.
* Built e-commerce platforms: B2B and about 25 platforms B2C – under specified customer’s requirements.

**12/2008 – 01/2010** Purchasing director, Pronox Technology S.A.Trade: IT Components; distribution

* Supervising about 25 purchasing managers.
* Managing own brand Easy-Touch.
* Building brand awareness, assuring supplier performance, implementing orientation on customers expectation.
* Ensuring proper performance purchasing policy in company.
* Cooperating with domestic and foreign suppliers.
* Select, develop and manage suppliers to meet company requirements. Introduction about 5 new product lines to port-folio.
* Necessary reporting and administrative directions.
* Manage relations with stakeholders and act as a business advisor.

**01/2008 – 12/2008** Country Manager Poland, Foxconn Hon Hai, Taiwan

Trade: IT Components; Hardware; Distribution

* Responsible for distribution hardware components on Poland’s Market.
* Managing driver Poland to be market nr 5 in Europe – starting from nr 11.
* Main goals: Achieve targeted sales growth, building brand awareness, assuring supplier performance.

**07/2006 – 01/2008** Product Development Director, Easy Touch S.A.

Trade: Retail electronics – sales

* Cooperating in building companies own brand Easy-Touch. I was responsible for several products lines like: car’s electronic, GPS, speakers, DVD players, LCD TV, small appliances
* plan and meet business expectations/demand

**09/2001 – 06/2006** Product Manager, Pronox Technology S.A.Trade: IT Hardware – distribution

* Manage suppliers to meet company requirements in China, negotiating shipments conditions, customizing products also under European Union demands (CE; ISO; ROHS others)
* Building own brand „Mustang” for computer cases, achieved 10% market share in Poland.
* Necessary reporting , building sales target, assuring suppliers delivery. Dealers marketing and promotions, identify and convert new customers.

**Additional info:**

**Foreign languages:**

* Polish: mother tongue
* English: advanced level
* German: basic level
* Russian: basic level

**Workshop:**

* Sales; purchases, management, identify and convert new customers, building long term relationship, marketing, suppliers delivery, building own brand, building brand awareness, brand management.
* Possibility to work in team but also on independent position.
* Fast adaptation to new reality will to expand the knowledge.

**Other:**

* Driving license A, B (car and motorbike),
* Few business trips to China; Hong-Kong and Taiwan (2004 – 2009).
* Participation in many trade fairs, Europe and Far East.

**Interests:**

* bicycle, windsurfing, mountains, electronics.