

PERSONAL PROFILE

I am an experienced and enthusiastic salesperson and project manager, long-term thinker and long-distance runner, father of three children

Born: 1984 in Brno, Czech Republic

CONTACT DETAILS

Mobile: +420608618606

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LinkedIn Profile: <http://lnkd.in/dd-wQx8>

SKILLS AND ABILITIES

- Strong communication and interpersonal skills
- Negotiations
- Fast learner
- Goal oriented, future focused, self-motivated person

LANGUAGE SKILLS

English – Full professional proficiency (C1)

Portuguese – Limited working proficiency (B2)

German – Elementary proficiency (B1)

Italian/Spanish – Basic understanding

ACADEMIC PROFILE

Masaryk University Brno, Faculty of Economics

Master's degree, Public Economics | 2005 - 2009

Final Thesis: Public Solution to Externalities: The EU Greenhouse Gas Emission Trading Scheme (EU ETS)

Masaryk University Brno, Faculty of Economics

Bachelor's degree, Management | 2003 - 2006

University of Coimbra, Faculty of Economics

Erasmus exchange program | 2007 - 2008

Intensive Portuguese language course

Lectures in English and Portuguese

EMPLOYMENT HISTORY

Area Sales Manager Europe

TESCAN ORSAY HOLDING, a.s. | 2016 - Present

Responsibilities:

- Sales of TESCAN products (Scanning Electron Microscopes) in countries of southern Europe (Italy, Spain, Portugal, Greece, Turkey, Romania, former-Yugoslavia, Hungary and Bulgaria)
- Working with independent local distribution companies and agents
- Setting sales targets and strategy for particular markets
- Planning marketing strategy and activities on particular markets

Achievements:

- Continuous growth of revenue and market share in the territory
- Significantly increased brand awareness
- Establishment of new distribution partnerships
- Establishment of strategic partnerships with key customers

Direct Sales Manager

TESCAN ORSAY HOLDING, a.s. | 2013 - 2016

Responsibilities:

- Sales of TESCAN products on the domestic market
- Establishment of new direct export sales channels

Achievements:

- Gain of the leading position on the domestic market
- Increased share of the domestic market on total company sales
- Direct sales in Europe and worldwide

Sales Representative for the Czech Republic

TESCAN, a.s. | 2012 - 2013

- Responsible for sales of TESCAN products on the domestic market

Sales Specialist

ABB | 2010 - 2012