

# Business Development Manager / Key Account Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: <b>2 500 €</b>	Cena: <b>3 000 € bez DPH</b>
Preferovaná pracovná pozícia	Preferovaná lokalita
Vzťahový manažér	Bratislavský kraj
IT manager	Okres Trnava
Obchodný manažér	Okres Viedeň
Key account manager	
Obchodný zástupca	
Medzinárodný manažment	
Business Consulting	
New Business Development	

### Jazyky

Slovensky - Expert (C2)	
Anglicky - Pokročilý (C1)	
Česky - Pokročilý (C1)	
Maďarsky - Začiatočník (A2)	
Nemecky - Začiatočník (A2)	
Rusky - Začiatočník (A2)	

#### Zručnosti

Microsoft Office - Pokročilý



## Pracovné skúsenosti / Work experiences

05/2018 - pressent

#### **Business Development Manager**

Zameranie spoločnosti:

Support activities to performing arts

- » management of existing and new clients and respective business opportunities
- » analysis, trends and market research, identification of customer needs
- » developing growth strategies and increasing client base, quotes and business proposals
- » negotiating with stakeholders

04/2016 - 04/2018

#### **Key Account Manager**

Zameranie spoločnosti:

Computer programming

- » managing and building on excellent relationships with existing customers
- » business and solution proposals, consulting
- » product launches and marketing support
- » contract management

03/2015 - 03/2016

#### **Project Manager**

Zameranie spoločnosti:

Other information technology and computer services

- » project planning and implementation
- » full management of business applications projects
- » conducting resources, deliverables and full project delivery
- » monitoring, tracking and presenting project progress to all stakeholders



09/2007 - 12/2014

## **Security Technologies Project Manager**

Zameranie spoločnosti:

#### Airline

- » coordinated global security system project delivery, implementation and customization
- » led airline's International and Domestic surveillance IP security systems project
- » access control system integration, customization and management
- » oversaw a small team of external project resources and third party deliveries

#### Vzdelanie / Education

1991 - 1996

### University

Master's Degree in Information Science Department of Telecommunication

Certificates: 1. Pelco Security Systems 2. AXIS Communications 3. Cisco Systems 4. Hewlett Packard 5. Sonus Networks 6. Project Management Foundations 7. Sales Fundamentals 8. Soft Skills for Sales Professionals 9. Presentation Tactics

Other skills: 1. Productivity tools 2. Sales & Business tools 3. Collaboration tools 4. Graphic tools 5. System tools