

RESUME

Piotr Stachowicz

Citizenship: Polish

Qualifications:

- More than 14 years of experience with multinational companies;
- More than 13 years in B2B sales (representing leading brands on their markets as Michelin, MWV Calmar,);
- More than 7 years in B2B sales in Russia;
- More than 11 years of managerial experience;
- More than 5 years of experience in production sector (coal mining, plastic packaging);
- Fluent English and French, good knowledge of Russian and basic of Czech;
- Organization from the scratch the sales and distribution in Eastern Europe/Russia;
- Budgeting, forecasting and capex forecasting and follow up;
- Working out action plans and business plans;

Education Training

1992 – Silesian Technical University, Diploma in Mining; Gliwice

1996 – Ecole des Mines de Nancy and Silesian Technical University, Master in Industrial Modernization and Reconversion, Katowice, Nancy

1997 – Complex training in industrial maintenance methods at Centre International de Maintenance Industrielle, Blois;

1998 – Postgraduate studies in company management, University of Economics, Katowice;

2002 – Team Management, FPL Management, Warsaw

2004 – Techniques de Negotiations, Scotwork, Paris

2012 – Sales Excellence, Kennet Smith Training, Amsterdam

2013 – Presentations, Kennet Smith Training, Amsterdam

Languages

English – fluent, French – fluent, Russian - good knowledge, Polish – native, Czech – basic knowledge.

Personal

Honest and dedicated, good communication and managerial skills, reliable, self-motivated, positive attitude – always!