

MAREK JANÍK

SALES MANAGER

CONTACT

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PROFILE SUMMARY

There are more than 2 decades behind me of solving challenges, tasks and leading an international business team, with an emphasis on effective planning and achieving results in a dynamic environment. Flexible and able to work with modern technologies remotely and while traveling. Capable of quickly adjusting priorities based on evolving business needs.

EDUCATION

2006 - 2010
CITY UNIVERSITY (VŠM) BRATISLAVA

- Bachelor of Business Management

SKILLS

- Leadership
- Time Management
- Teamwork
- Customer service
- Critical Thinking
- Project Management
- Public Relationship
- Effective Communication

WORK EXPERIENCE

ENPAY TRANSFORMER COMPONENTS, s.r.o. 2013 - PRESENT
Sales Manager

- Leadership of international sales team (situated in Slovakia & Bulgaria)
- Collaboration with Turkiye and India Plants
- Organizing and prioritizing work to complete assignments in a timely, efficient manner.
- Work independently with minimal supervision, maintaining focus and efficiency.
- Effectively collaborated with cross-functional teams using virtual platforms.
- Problem-solving in both structured office settings and remote work environments.
- Focus on long-term business development with existing and new business partners and reaching company's sales targets.
- Making the analysis of competitors in the region and develops the sales strategies.
- Successfully balanced project deliverables while managing frequent business travel.
- Experience in delivering high-quality results through both in-person and virtual collaboration.
- Representing company at the Exhibitions in Europe.

LANGUAGES

- Slovak: Fluent
- English: Fluent C1
- Czech: Basics

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SALES MANAGER

COURSES

- The complete investment banking (Udemy)
- Email marketing: Build a profitable business from scratch (Udemy)
- Sales techniques - Using competitive sales strategies (Alison)
- APQP & PPAP (CEMS)
- Renewable Energy & Sustainable Development (Udemy)
- Waste Management Industry 4.0
- Management Academy - Modul 1-3 (timan)
- Environmental Management 4.0 (Udemy)
- Leadership - The #1 Key to Guaranteed Business Success (Udemy)
- Mental Combat Coaching (Tactical Combat Academy)

WORK EXPERIENCE

ENPAY TRANSFORMER COMPONENTS, s.r.o. 2010 - 2013 **Sales Representative**

- Identifying sales opportunities in the region and actively looked for potential customers.
- Working with customers on their needs and providing value solutions.
- Preparing offers according customer's request and processing received orders.
- Visiting customers.

Coris - Bratislava, a.s. 2004 - 2010 **Green Card & 4th Directive Manager**

- Development of business with local and foreign Insurance Companies, dealing with insurance cases (car accidents).
- Cooperating with Slovak Insurers Bureau.
- Developing assistance with local dealers of vehicles, including training sellers of vehicles related to assistance services.