

Julia Kaczmarska

Business Development Executive w SentiOne

Summary

A highly self-motivated, resourceful and enthusiastic professional, consistently recognised as a strong team builder and facilitator with excellent interpersonal communication skills, dynamic, relishes challenges and is quick and willing to assimilate. Proactive and energetic team player, delivering high quality results in daily office management.

Experience

Business Development Executive at SentiOne

July 2017 - Present

Big Data Solutions Manager at e-commerce marketing at Netsprint Group

January 2017 - June 2017 (6 months)

Some facts for you:

Everything around us - every structure, community, systems and all our enterprises - are becoming ecosystems where people, data and machines are connected and getting smarter all the time.

Information is replacing technology as the most critical business asset.

And so business leaders must make the data around and within their business ecosystem the centre of new planning, founding and revenue models.

Data Has Huge Potential .It is often said that data is the new oil, but is it really?

Data makes more data Data can be consumed by multiple people, places and things at the same time Its value increases when combined (with other data)

And most of us don't understand its value:

84% of S&P 500's market value is intangible assets.

Less than 5% of organisations know the value of their data.

Five important business themes to pay attention to:

- Monetizing Data
- Data Driven Marketing
- Transforming Asset Management & Maintenance with IoT
- Improving Hiring Retention With Machine Learning
- Fraud Detection, Investigation & Prevention

So now are you interesting in our data and knowledge about it? :)

Technology Sales Representative Named Accounts - Banking and Financial Services at Oracle July 2015 - November 2016 (1 year 5 months)

- * Sells a subset of product or services directly or via partners to a large number of named accounts for banking and financial territories
- * Managed accounts including the entire sales process from business development prospecting and specifications through contract negotiations, signing, and post-sales support
- * Effective execution of the business plan, opportunity planning, delivering on revenue quota and set objectives and targets
- * Demonstrate a solution selling approach targeted at expanding deal sizes and total revenue
- * Primary job duty is to sell technology software products and related services in a defined customers
- * Identifies, qualifies and closes new opportunities.
- * Manages accounts including the entire sales process from business development prospecting and specifications through contract negotiations, signing, and post-sales support.
- * Leverages the Oracle sales model to maximize revenue growth and increase local market share.
- * Builds and expands business partner revenue and self sufficiency.
- * Maximize customer relationship & build loyalty, manage business and IT relationships proactively and effectively qualify sales opportunities
- * Develop long term business
- * Generate profitability sales
- * Ensure quality & profitability in delivery

Sales & Customer Success Manager at Linux Polska Sp. z o.o.

May 2010 - June 2015 (5 years 2 months)

- * Constant and close cooperation with key customers (companies in the field of information technology, telecom, energy, banking, insurance)
- * Individual planning of sales strategies for each client
- * Manage risks and issues and own escalations (in liaison with line management) and ensure customers fulfill their obligations
- * Conducting tenders for the public sector (Social Insurance Board, Agency for Restructuring and Modernization of Agriculture, National Health Fund, National Financial Supervision) by taking part in all stages of the tender procedure
- * Develop long term business with clients
- * The organization of product conferences and workshops for key clients
- * Seek out, identify, develop and close business opportunities with key service customer accounts
- * Identify sales opportunities across projects
- * Ensures that project goals and milestones are met and approved budgets are managed appropriately

- * Identify key customer requirements and coordinate with products
- * Manages escalation appropriately, works with other team members to resolve issues
- * Negotiates contract with clients/partners, maintains positive relationships and resolves disputes
- * Create project work plans and revise as appropriate to meet changing needs and requirements
- * Generate and manage the project plan (milestones), resource plan (people), budget and risk register (identify, analyze and quantify)
- * Provide motivation and direction to the project team and monitor performance

Games Press Distribution Specialist at CI Games

July 2008 - April 2010 (1 year 10 months)

- * Cooperation with Polish and foreign clients from the press field
- * Analysis of sales data computer/gaming press
- * Managing the full logistics function
- * Overseeing and ensuring proper production control planning
- * Managing the shipping and receiving function of the company
- * Market analysis of traditional press
- * Maintaining contact with key customers and preparing sales offers
- * Developing new customers

Executive Assistant at LEGO Group

August 2007 - June 2008 (11 months)

- * Working closely with the CEO of LEGO Poland
- * Preparation, execution and following up of strategic meetings with internal and external stakeholders
- * Coordination and execution of cross-unit projects and special tasks as well as cooperation with other board areas
- * Develop project scope, timelines and action plans for executive support team projects including management reporting
- * Assisting the marketing, sales and customer service and accountant department
- * Keep in contact with subcontractors campaigns of LEGO Poland and constant contact with Lego in Billund – special complaint handling

Education

University of Warsaw

Master's degree, Sociology, 2007 - 2013

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[Contact Julia on LinkedIn](#)