

Tomasz Zduleczny

How happy are your customers? Ping me and let's find out :)

Summary

N/A

Experience

New Business Development Manager

January 2018 - Present

SentiOne is the Number One Social Listening Focused on Europe.
Everyday we work with over 500 brands on 26 European markets.

We help global and local brands track and measure consumers opinions and activities in social media.

We work with over one five hundred large and medium companies: Procter&Gamble, McDonald's, Nike, Unilever, Beiersdorf, Tesco, Starcom, Mindshare, Mediacom or Saatchi&Saatchi.

Every day we help our customers:

- monitor their brands online
- track social media KPIs
- collect real-time consumer insights
- measure reach of online campaigns
- control their online reputation
- improve online customer care
- identify brand ambassadors
- detect negative mentions
- boost online sales by finding potential leads

We're the only Social Listening Company able to deliver instant local data from 26 European markets:

Germany, Austria, Switzerland, Netherlands, Belgium, Denmark, Sweden, Norway, Finland, Poland, Russia, Ukraine, Czech Republic, Slovakia, Hungary, Greece, Slovenia, Romania, Lithuania, Latvia, Estonia, Bulgaria, Serbia, Croatia, Montenegro and Bosnia&Herzegovina.

E-commerce Specialist at WebInterpret

October 2016 - December 2017 (1 year 3 months)

- Working closely with Ebay UK sellers in order to improve their international sales results.
- Providing strategic solutions for Amazon UK sellers in order to increase their visibility on foreign Amazon markets.
- Presenting potential customers with the company's proprietary Online Stores solution.
- Advising Online Store sellers to use Webinterpret Shipping Service/Parcel Forwarding.
- Actively upgrading trial users and reaching monthly quotas.
- Providing technical assistance and advising sellers how to increase their results on various e-commerce platforms.
- Working with Marketing / Customer Success and Support departments in order to deliver professional assistance.

Enterprise Sales Executive at Foap

April 2016 - September 2016 (6 months)

- Working closely with brands from such industries like Travel, Leisure, Automotive, Food&Beverage, Alcoholic Beverage and many more, on ways to improve their visual strategies.
- Negotiating terms with potential customers, providing the most suitable solution for their businesses.
- Building a contact base by focusing on outbound sales.
- Cooperation with both Creative and Customer Success Teams in order to provide high quality service.
- Full participation in creating the sales strategies, processes and structures.
- Presenting and selling the product to customers, providing them with professional advisory and advanced technical knowledge.

Key Account Executive at Growbots | #500Strong

August 2015 - April 2016 (9 months)

- Presenting and selling the product to customers, providing them with professional advisory and advanced technical knowledge.

- Maintaining business relations with customers, negotiating terms by providing them the best solution for their needs.
- Keeping customer satisfaction at a high level by solving their problems as quick as it is possible and providing them with frequent updates.
- Cooperation with Development Team, Product Team and Sales Development Representatives.
- Full participation in creating the sales strategy, customer response flow, reactivation campaigns.
- Cooperation with both Creative and Customer Success Teams in order to provide high quality service.

Account Executive UK at WebInterpret

January 2014 - August 2015 (1 year 8 months)

- Presenting exceptional communicational and interpersonal skills in order to maintain high level of customer satisfaction.
- Forecasting upcoming trends and providing financial analyses.
- Providing individual sales plans to the UK customers.
- Maintaining business relationship with UK customers thanks to professional advisory and top level technical expertise.
- Negotiating terms with potential customers, providing the most suitable solution for their businesses.
- Cooperation with Technical Support and Customer Success in order to provide high quality service.

Business Relationship Manager

May 2013 - January 2014 (9 months)

- Acquiring new business leads.
- Maintaining professional relations with Polish and European customers.
- Negotiating terms and conditions with potential customers, tailoring the most suitable solution for their business.

- Monitoring the local market and foreseeing upcoming trends.
- Providing additional services such as transportation and warehousing.

Senior Sales Consultant Photo/Video at Media Markt

May 2012 - May 2013 (1 year 1 month)

- Direct sales and negotiations,
- Maintaining corporate image at a high level,
- Monitoring the supply flow,
- Maintaining long-term relations with Clients,

Photo/Video Product Advisor at Sony

November 2011 - May 2012 (7 months)

- Professional product advisory.
- Influencing customers through consultative selling techniques.
- Maintaining a high level of product visibility.
- Forecasting trends and matching the right product to the customers needs.
- Developing long-term relations with Clients.
- Acquiring in-depth knowledge of photography and optics.

Photo / Video Product Advisor at Panasonic

July 2008 - November 2011 (3 years 5 months)

- Professional product advisory.
- Influencing customers through consultative selling techniques.
- Merchandising
- Forecasting trends and matching the right product to the customers needs.

- Developing long-term relations with customers.
- Acquiring in-depth knowledge of photography, video and optics.

Education

Uczelnia Łazarskiego w Warszawie

Bachelor's degree Online Marketing, Management Organization, 2015 - 2017

University of Warsaw

Marketing/Marketing Management, General, 2006 - 2012

Warsaw School of Advertising

Bachelor's Degree, Photography/Graphics Design, 2008 - 2010

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[Contact Tomasz on LinkedIn](#)