

Šimon Kočí

Business Development Executive at SentiOne

Summary

My future is business, E-commerce, management, psychology, lifelong learning.

Experience

Business Development Executive at SentiOne

říjen 2017 - Present

Scope of work

- Responsible for Czech and Slovakian market
- Research and create sales leads for potential B2B clients
- Sales meetings organisation for sales representatives
- Developing and maintaining good business relations with customers
- Representing company on different events
 - * Expo, E-shopista, E-shop summit and more

Extra activity

- Attending sales meetings with sales representative and alone
- Marketing and sales workshops, business networking and presentations.

Achievements

- * In 4 months became leading Business Development Executive (BDE) with the most secured meetings in a month
- * Attended the most sales meetings in shortest period of time
- * Did the most solo sales meetings and actual sales among BDEs

E-commerce intern

červen 2017 - září 2017 (4 měsíce)

Participating in new e-shops development (Slimbottle.eu)

- market research
- affiliate marketing
- dropshipping
- approaching physical stores
- development of brand strategy

Social media/blog management:

- support idea generation
- content creation
- interaction with a target audience
- FB ads, Adwords, Google Analytics, SEO, Wordpress

Trainee at IBS Career Services

říjen 2015 - leden 2016 (4 měsíce)

Coordinator of "Go Abroad Week" - international job fair.

- Approaching companies, organizations and embassies and inviting them to attend Go Abroad Week project.
- Coordination of stakeholders

I have experience working as an event coordinator. I had to find, contact and take care of host speakers from embassies and organizations, such as Samsung, Google, Siemens, Deloitte and more. I believe that thanks to my proactiveness, strong communication skills, and good problem-solving ability, I have managed to secure the double amount of guest speakers than other coordinators.

Assistant of Director

2009 - 2016 (8 let)

- Assistant director
 - o Production on the feature and short film projects
 - o The organizational and creative activity - the management and the leadership of individuals and larger groups of people (extras)

At this position, I have developed my communication skills to the extraordinary level. I had to lead and organize dozens to hundreds of people. I came across really sophisticated people, as well as not that much. I had to learn how to communicate with all sort of people and make them do what was needed.

Assistant of Human Resources Executive Search Consultant

leden 2015 - červen 2015 (6 měsíců)

- o Recruitment and Selection
 - Interviews, Tests, Final reports
- o Requalification courses

- Giving lectures, Tests
- o Project - Monitoring psychosocial risk and stress at workplace

I have experience in career development and recruitment and selection.
I was conducting interviews with candidates, testing them and writing final reports.

Specialist of EU projects

říjen 2014 - prosinec 2014 (3 měsíce)

- o Identification of options for financing projects from the Operational programmes and individual calls.
- o Coordination of stakeholders (eg. grantor, suppliers, partners, etc.), and communication with them.
- o Management of project schedule and routine control.
- o Management of the project budget and its on-going review.
- o Providing the required publicity outputs and project activities.
- o Cooperation on the performance of the activities defined by the project application.
- o Preparation of monitoring reports and preparation of payment requests.
- o The management and archiving of documents.

Internship

říjen 2012 - prosinec 2012 (3 měsíce)

Assistant of hotel manager

Internship

2008 - 2012 (5 let)

Marketing activity for the professional medical publishing

Internship at Air Navigation Services of the Czech Republic

2010 - 2011 (2 roky)

Monitoring of the stations and the development of graduation works

Education

Nottingham Trent University

Master's degree, Entrepreneurship/International Business, 2016 - 2017

Activities and Societies: Salsa, box, Entrepreneurship club

ISCTE - Instituto Universitário de Lisboa

Master's Degree, International management, 2015 - 2017

Czech University of Life Sciences Prague

Bachelor's Degree, Economics and management, 2011 - 2015

Activities and Societies: Business club

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[Contact Šimon on LinkedIn](#)