

Pawel Stepien

Business Development Manager at SentiOne

Summary

N/A

Experience

Customer Development Manager, AI products at SentiOne

October 2017 - Present

Business Partner at .BespokeChat

April 2017 - Present

Business Development Director CEE - Central Eastern Europe at SentiOne

February 2014 - February 2017 (3 years 1 month)

SentiOne is the leading social media listening company in Central Europe:

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

We work with over one hundred large and medium companies: Procter&Gamble, Unilever, Beiersdorf, Tesco, Huawei, Electrolux, Samsung, MEC, Starcom, Mindshare, Mediacom or Saatchi&Saatchi.

My responsibilities were:

- Preparing go to market strategy for different verticals across Central Europe Region (from lead generation projects up to closing&pricing strategy)
- Building from Level 0 and managing international team across region (3 different offices, 4 nationalities)
- Delivering Regional Sales&Operations Growth
- Key Regional Customer&Partnerships Acquisition
- Business relations development with Key Customers&Partners

Business Development Manager at Funmedia

May 2012 - January 2014 (1 year 9 months)

Funmedia is educational technology startup with international portfolio of B2C and B2B focused SaaS platforms.

- Management and development sales area in distribution channels (Telco like Play, Orange // education market)
- Management of relationships and cooperation with Key Partners (Intel, Nokia, Samsung; publishing houses, Venture Capitals)
- Acquisition of Strategic Partners for Funmedia(Telcos, Vendors, B2B Distribution Partners, VC etc.)
- Monitoring the implementation of sales plans for the team and key partners
- Opening new office of company and building a team

And everything what is needed to grow as an organization

Sales and Marketing Specialist at FunEnglish sp. z o.o.(currently Funmedia)

July 2010 - April 2012 (1 year 10 months)

FunEnglish.pl (currently part of Funmedia) - educational technology startup with English Digital coursebook for elementary schools in Poland.

- Key Partners management
- Acquisition of strategic partners for sales
- Management of sales distribution channels
- Managing collaboration with key partners
- Monitoring the implementation of sales plans for the team and key partners

Manager of International Relations Department at AIESEC Wrocław/Poland

May 2010 - May 2011 (1 year 1 month)

AIESEC - international NGO focused on youth exchange across the world.

- Strategic Partnership/client management and acquisition for region
- Planning and delivery process for 12 months
- Daily work in the international environment
- Leading team of 4 people

Conference Coordinator at AIESEC Wrocław /Poland

October 2008 - May 2010 (1 year 8 months)

AIESEC - international NGO focused on youth exchange across the world.

- Planning, tracking and project management
- Creating offers

- Sales to new Partners and current Partnership`s managment
- Leading a group of 8 people

Education

Warsaw School of Economics

Master's degree, Business, Management, Marketing, and Related Support Services, 2012 - 2014

Uniwersytet Ekonomiczny we Wrocławiu (daw. Akademia Ekonomiczna im. Oskara Langego we Wrocławiu)

Bachelor's degree, Business, Management, Marketing, and Related Support Services, 2007 - 2011

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[Contact Pawel on LinkedIn](#)