

Przemek Lipczyński

SaaS Analyst at Brand24

Summary

N/A

Experience

SaaS Analyst at Brand24

July 2017 - Present

Event Manager at Footsteps Travel App

April 2017 - Present

Managing logistics, marketing and sponsoring activities of hackathon - SmartCity Wrocław: Startup Challenge and second edition - Startup Challenge: Katowice

Junior Community Manager at Brand24

November 2016 - July 2017 (9 months)

National Business Development Manager at AIESEC in Ireland

August 2016 - September 2016 (2 months)

National Sales Coordinator at Dni Kariery

June 2015 - June 2016 (1 year 1 month)

Scope of duties:

- Planning and implementation of sales strategy into job & internship fairs in 9 cities of Poland
- Coordinating work of 4 team leaders in Autumn & 12 teams in Spring edition
- Monitoring sales ratios and creation of interim reports
- Recreation of partnership proposal
- Implementation of discount policy
- Conducting sales & team management trainings

Accounting Intern/Part-time Employee at TMC, a division of C.H. Robinson

July 2014 - June 2016 (2 years)

Scope of duties:

- Supporting AP/AR specialist
- Providing financial and operational reporting and analysis for internal and external customers
- Invoicing
- Maintaining the quality of data

Project Manager of Local Conference at AIESEC Wrocław UE

August 2015 - November 2015 (4 months)

Scope of duties:

- Preparing conference for about 100 delegates
- Planning and budgeting
- Leading team of 5 members
- Coordinating work of marketing, sponsoring and logistics areas

Team Leader of External Relations - Dni Kariery® 2015 at AIESEC Wrocław UE

October 2014 - March 2015 (6 months)

Scope of duties:

- Research and planning
- Team Management (4 members)
- Key Account Management
- Conducting 4 sales trainings(to my and other teams in Local Committee)

Main successes:

- Acquiring strategic partner
- Selling 24 stands to local companies
- High customer service rating on evaluation forms

External Relations Coordinator - Youth Ways Conference at AIESEC Wrocław UE

March 2014 - November 2014 (9 months)

Scope of duties:

- Participating in the whole process of creating vision and agenda of the conference
- Creating value proposition and partnership proposal
- Develop sales and partnerships
- Drive the entire sales process including: meetings, RFP, negotiating, closing, and advising during execution

Main successes:

- Establishing 3 partnerships - including strategic
- Inviting a speaker from Harvard Business Review Polska
- High level of satisfaction from participants, speakers and partners
- Project generated a profit

Organising Committee External Relations at AIESEC Wrocław UE

October 2013 - March 2014 (6 months)

"Dni Kariery" Project

Lifeguard

July 2009 - August 2013 (4 years 2 months)

Since 2009, I am an active lifeguard. I have been working on open/closed pools, lakes and also on sea beaches.

Education

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

Bachelor's degree, Business Informatics, 2013 - 2016

Honors and Awards

Best Salesman Award - Selling Mania, Best Corporate Salesman Award, Nominee in Best Leader Award, Commitment&Engagement Award

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[Contact Przemek on LinkedIn](#)