MARCIN SUFA

Project Manager

PROFILE

Date of Birth: 04-10 -1986

My passion is creating and implementing new business models and turning ideas into reality with the help of various innovative tools. I am an ambitious, self-assured and well-organized person. I like working in group and have good interpersonal skills. I can work well under time pressure and make decisions quickly. In my work, I use a lean startup approach and business model canvas methods. I am a communicative and resistant to stress. I am open to change, constantly searching for new and better work solutions.

CONTACT ME

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03-114 Warsaw, Poland

PROFESSIONAL SKILLS

- WEB
- U/X DESIGN
- PROJECT
- ANALYTICS
- R&D

WORK EXPERIENCE

DOMOCNI.PL   / AUG 2017 - PRESENT
Startup Co-owner:
- Creating strategy and product development of a start-up
- Develop and manage budgets for marketing, operations, and technology
- Building an internet application
- Creating a distribution network (Insurance agencies)
- CRM, Marketing, Social Media, Email marketing (mailchimp)

Technologies: Slack, CRM (Sugester), Gsuite, OneDrive, Wordpress, Adwords, Google Analytics, Heap Analytics, Woocommerce

ALLIANZ   / DEC 2016 - AUG 2017
Project Manager:
- Design and development of new innovative business models, Octan – Motor Insurance in the price of fuel.
- Developing a product strategy and continually refine it for optimal product/market fit.
- Designing and creating a prototype of mobile applications
- Engaging with users through user research and interviews.
- Coordinating internal and external stakeholders of the product.

Technologies: Jira, MS office (Power Point, Excel), UXpin, Survey Monkey.

SOUDAL   / AUG 2015 - NOV 2016
IT Analyst:
- Providing the first line of support for business of systems CRM MS dynamics 2011, SFA, ERP
- Participation in implementation and development of CRM and SFA systems in the CEE region
- Preparation of technical and training documentation
- Coordination of IT between regional branches and Soudal headquarter

Technologies: CRM MS dynamics 2011, Softlab ERP, SQL, Database integration

BERG   / SEP 2014 - JUN 2015
CRM Consultant:
- Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
- Responsible for the development and achievement of sales through the direct sales channel.
- Focusing on growing and developing existing clients, together with generating new business.

ALLIANZ   / AUG 2012 - SEP 2014
Project Coordinator Optima :
- Setting budgets and agreeing project time scales and deadlines
- Analyzing results of the pilot
- Cooperating with IT department.
- Constructing new model of sales (property and life insurance products)
- Conduct Training for agents and coordinators of the sales network
- Creating project documentation (Pro Scope, Business Case, Financial

ALLIANZ   / MAR 2008 - JUN 2012
Insurance Agent: Sales of life and property insurance

EDUCATION

IT PROJECT MANAGEMENT –   / OCT 2014 - JUN 2015
Leon Kozminski Academy: Practical knowledge of PMBOK Guide, Scrum

MASTER in MANAGEMENT   / OCT 2005 - JUN 2010
Leon Kozminski Academy

Prince 2 FOUNDATION   / OCT 2015
APMG Certificate

LCCI B2   / APR 2008