**Stefan Dworschak**

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**PROFILE**

A result driven, self-motivated and resourceful managing director with a proven ability to develop and strengthen management teams to maximise company profitability and efficiency.

Experienced leading and growing all sectors of a business to make it a dynamic and progressive organisation. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers and stakeholders across the world.

Highlights:

* Personnel development
* Relationship management
* Project management
* Complex problem solving

**CAREER HISTORY**

**Managing Director, Kanvass Ltd. January 2018 to current**

Responsible for the day-to day running of the business with an emphasis on sales and business development.

Making sure that the business continues to grow by way of developing new clients whilst maintaining its existing customer base.

Identifying, developing and directing the implementation of business strategy.

Cultivating the company’s reputation in the market & with customers & suppliers.

Involved in planning & organising the organisation's activities to achieve targets.

In charge of leading, motivating and developing the management team.

Liaising with officials of government departments and regulatory bodies.

Managing multi-disciplined teams and resolving any conflicting priorities.

Developing business plans and preparing comprehensive business reports.

**Operations Director, Breadcrumb Ltd. June 2013**

Building client relationships that result in revenue and profitability growth.

Responsible for the company’s health and safety and legislative adherence.

Creating and maintaining links with other trade and professional associations.

Keeping control of business expenditure, ensuring it's within agreed budgets.

**EDUCATION**

BA (Hons) Management

University College Dublin **2008 - 2012**

**PROFESSIONAL MEMBERSHIPS**

Management Association of Ireland

**SKILLS & LANGUAGES**

* Proficient in Microsoft Office: Word, Excel, PowerPoint, Outlook.
* Google analytics
* Fluent in English and Chinese

**References available on request**