MICHAŁ GERLACH

CONTACT DETAILS

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ABOUT ME

By education I am a scientific, analytical mind. Mathematics and physics are well known to me. My career has taught me sales, but also, above all, teamwork and empathy for the other person. In the future, I would like to become a Team Leader, so I started to educate myself in this direction as well. Nevertheless, I would like to associate my future with IT, because it offers many opportunities to make life easier and better. There is a solution to every problem, you just have to look for it.

CERTIFICATES AND COURSES

- iOS Developer by Codecademy
- Learn Swift & intermediate Swift
- Learn Git & Github Course
- Analyze Data with SQL
- Learn Intermediate SQL for Marketers and Product Managers
- Learn SQL Course
- Lean the Command Line Course
- Fundamentals of statistics with an introduction to R and RStudio.
- Certificate of Completion AutoCad level 1
- Analyze Data with Microsoft Excel
- Software Design Principles

PROJECTS

- SocialCademy
  - Social media app with cloud connection and authenticator
  - SwiftUI, MVVM
  - Cloud storage & authenticator
- CookCademy
  - Adding & editing recipes. Recipes are grouped. User can change colours of the layout
  - SwiftUI, MVVM
- CodeHistory
  - First project, causal quiz app
  - App counts correct answers and changes colours if the answer is (in)correct
  - SwiftUI, MVVM
- RandomUsers
  - Connected to API, generates random users names and profile images
  - JSON
  - XCTest

ADDITIONAL SKILLS

- Xcode
- Git & GitHub
- Using Terminal
- SQL, Python, Matlab
- Knowledge of DRY & SOLID rules
- XCTest
- JSON
- Native language - Polish
- English - fluent B2
- German - basic A2
- Familiar with Office 365
- Driver's license B category
- I know what Scrum and Agile are. Currently working in a similar method
- Conducting public speaking

WORK EXPERIENCE

Pepco Poland Sp. z o. o.
Feb 2022 - currently

Jr. Merchandise Planner   Apr 2023 - now
- Preparing tools for data analysis and work automation
- Planning sales and purchases in the subordinate assortment group (in all markets)
- Planning and summarizing sales of promotional and sale actions
- Building sales strategy for subordinate assortment group
- Presentation of sales results
- Supervision of the work of Demand Planner and Allocator
- Monitoring the implementation of sales and purchase plans

Demand Planner   Dec 2022 - Mar 2023
- Preparing tools for data analysis
- Planning sales and purchases of subordinate products (in all markets)
- Monitoring the implementation of sales and purchase plans
- Optimal inventory utilisation
- Preparing analyses and reports

Buyer's Assistant   Feb 2022 - Dec 2022
- Contact with suppliers (Polish and foreign) by email, phone, video call
- Working with data in our internal systems
- Verification of data on product labels
- Analysis of sales data
- Cooperation with the Quality, Planning, Marketing and Design Departments

Junior Sales Representatives
Polpatron Sp. z o. o.
Dec 2021 - Feb 2022

Audiologist & Salesman
Audiocentrum Aparaty Słuchowe
Jul 2019 - Nov 2021

- Customer service - Telephone, email. Troubleshooting remotely and onsite
- IT support - remote assistance for each branch of the company
- Preparation of advertising materials (Facebook Ads)
- Training new employees

STRENGTHS

Based on IP121 report:
- Negligible conflict
- Teamwork
- Task-based operation
- Interpersonal contacts
- High self-confidence
- Self-confidence
- Optimism

INTRESTS

- Music - guitar player
- News from Apple and their marketing approach
- Technological news in the field of medicine and humanitarian aid
- A passionate - amateur mountain hiker
- Psychology
- Alternative coffee brewing methods

EDUCATION

Psychology in Business
WSB Poznań

Master's Degree | X 2021 - 2023

- Digital technologies in business
- Team management
- Strategic management
- Transactional analysis
- Statistical analysis, SPSS
- Marketing 4.0

Acoustics - Hearing Healthcare and Noise Control
Uniwersytet im. Adama Mickiewicza w Poznaniu

Bachelor's Degree | X 2016 - VI 2019

- Performing audiological tests and noise measurements
- Writing protocols
- Running a thematic seminar
- Presentation of data
- Microsoft Office - Excel, Word
- Programming in Matlab, Python