



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. My motto: "there is a solution to every problem, you just have to look for it."

STRENGTHS

Based on IP121 report:

- Negligible conflict
- Teamwork
- Task-based operation
- Interpersonal contacts
- High self-confidence
- Self-confidence
- Optimism



WORK EXPERIENCE

Buyer's Assistant

PEPCO Sp. z o. o.

Feb 2022 - Currently

- Working in AX and CBX systems
- Contact with suppliers (Polish and foreign) by email, phone, video call
- Verification of data on product labels
- Analysis of sales data
- Cooperation with the Design Department in the creation of product packaging
- Cooperation with Marketing Dep. in the preparation of promotions
- Cooperation with the Quality and Planning Department
- Collection management - analysis of sales performance per store, selection of products

Junior Sales Representatives

Polpatron Sp. z o. o.

December 2021 - February 2022

- Business Customer Service - telephone, email, landline
- Acquisition of new customers - working in the field and via the Internet
- Preparation of business offers / contracts
- Arranging and participating in business meetings

Audiologist & Salesman

Audiocentrum Aparaty Słuchowe

July 2019 - November 2021

- Customer service - Telephone, email. Troubleshooting remotely and onsite
- Sales
- IT support - remote assistance for each branch of the company with applications, hearing aids, assistance in configuring accounts, installation of software on computers
- Preparation of advertising materials
- Supervising the distribution of advertising leaflets
- Training new employees
- Preparation of official documents for ZUS



CERTIFICATES AND COURSES

- Learn SQL Course
- Lean the Command Line Course
- Fundamentals of statistics with an introduction to R and RStudio.
- The Complete Copywriting Course: Write to Sell Like a Pro
- Certificate of Completion AutoCad level 1
- "Use of GIS application" ProGea 4D



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
- Positive psychology
- 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
- Operating QGIS, Autocad, SoundPlan programs
- Presentation of data
- Microsoft Office - Excel, Word
- Programming in Matlab, Python



NON-WORK EXPERIENCE

LifeHouse Poznań **Team Leader**

- Mentoring
- Preparing training materials
- Managing the team
- Public speeches
- Organizing schedules

ADDITIONAL SKILLS

- SQL, Matlab
- Native language - Polish
- English - fluent
- German - basic
- Familiar with Office 365
- Driver's license B category
- Conducting public speaking
- Tremendous composure during conversations with difficult customers
- Organizing group trips

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
- Quantum physics (recently)
- Culture of the Middle East
- Psychology
- Alternative coffee brewing methods

Wyrażam zgodę na przetwarzanie moich danych osobowych dla potrzeb niezbędnych do realizacji procesu rekrutacji zgodnie z Rozporządzeniem Parlamentu Europejskiego i Rady (UE) 2016/679 z dnia 27 kwietnia 2016 r. w sprawie ochrony osób fizycznych w związku z przetwarzaniem danych osobowych i w sprawie swobodnego przepływu takich danych oraz uchylenia dyrektywy 95/46/WE (RODO).