



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 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



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

Demand Planner

PEPCO Sp. z o. o.

Feb 2022 - Currently

- Preparing tools for other employees
- 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

PEPCO Sp. z o. o.

Feb 2022 - December 2022

- 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

Junior Sales Representatives

Polpatron Sp. z o. o.

Dec 2021 - Feb 2022

- 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

Jul 2019 - Nov 2021

- Customer service - Telephone, email. Troubleshooting remotely and onsite
- 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

STRENGTHS

Based on IP121 report:

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

INTERESTS

- 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

I agree to the processing of personal data provided in this document for realising the recruitment process pursuant to the Personal Data Protection Act of 10 May 2018 (Journal of Laws 2018, item 1000) and in agreement with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).