

Curriculum Vitae

Rafal Rucinski

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Dear Madam/Sir,

I am reaching out to introduce my profile and express my highest interest in working in software development. I have a good understanding and experience working with **C++**, **HTML**, **CSS**, **JS**, **SQL** but my true love is **C#**. I'm always happy to deliver a SOLID code that respects key Agile principles and values.

I have extensive work experience in analytical, sales and marketing roles. I also hold 3 university degrees in Marketing, Logistics and Management. I am similarly goal oriented at work and I also highly appreciate value of a team work.

Please see my recently built apps on <https://rafsweb.azurewebsites.net> as an example of my current coding skills and knowledge or visit me on GitHub - <https://github.com/Rafrucin> I hope you find it interesting.

01.2019 – present Aerospace Logistics Logistics Coordinator

Ensuring a smooth inbound and outbound aircraft spares flow within the company.

10.2017 – 12.2018 Places for People – Pavilions in the Park Duty Manager

Lead, direct and motivate the operational team to ensure a quality service delivery in a large leisure center (5 pools, gym and cafeteria)

02.2016 – 09.2017 Bunk Campers Customer Service Representative

Providing exceptional customer experience through personalized approach to every client hiring a camper van which led to reaching the sales targets.

01.2013 – 09.2015 Prime Real Estate Head of industrial department

Managing sales team and sales strategy building. Introducing new sales structure.

02.2011 – 12.2012 Procan (Warehousing, transport and forwarding company) Sales Manager

Sales strategy building and developing cooperation with Key Customers.

03.2008 – 11.2010 Den Hartogh Polska (Transport company) Commercial Manager

Responsibility for operation team (4 employees), the sales and customer care. This job helped me to develop my management skills.

12.2006 – 02.2008 Wincanton Polska (Forwarding Company) Sales Manager International Customers

Customers' acquisition and project management

08.2004 – 11.2006 UPS / MS Stolica (Express courier) Product Manager Domestic Services

Supervising current services and launching new ones. Profitability analyzes by defined factors. Providing training to sales, customer service and operations in order to implement new product portfolio

Sales Specialist

Ensuring realization of sales plans by new customers' acquisition by negotiating deals in line with company policy

Education and trainings

- Higher School of Commerce and Law in Warsaw – management – M.B.A. completed
- Higher School of Commerce and Law in Warsaw – marketing management – M.A. completed
- Higher School of Commerce and Law in Warsaw – logistics management – B.A. completed
- College: XV LO im. N. Zmichowskiej in Warsaw (bi-lingual French/Polish class)
- Training: Openmind „MS Access Advanced”
- Training: ABC Akademia „Successful marketing strategies in logistics”
- Training: PNS „Sales and presentation skills”
- C# certificate
- C++ certificate
- HTML,CSS, Java Script, SQL

Languages

- Polish – native
- French – fluent
- English – fluent

Additional skills

- Very good PC skills
- Ease to get in contact
- Team work skills
- Resistance to stress
- Experience in results orientated work
- Driving license (B)

Interests

- Triathlon (swimming, cycling, running)
- Coding
- Learning

