

# Tomasz Machal

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55 Belton Park Road, Donnycarney, Dublin 9 | +353 86 888 33 46 | toasmachal81@gmail.com

*A highly dedicated and responsible professional with more than 14 years of experience in retail & people management. Able to collaborate with multiple levels of an organization to align goals and achieve common objectives. Client focused and solution oriented. Focused and reliable team player who approaches each new challenge with a commitment to excellence and securing the long-term success of an organization. Proven track of sales increase up to 50%.*

## Education

*Architecture High School, Construction Department, Kielce, 1997-2001*

*Engineering College Kielce, Construction Department, 2001-2005*

*WSET Level 2 / Wine and Spirit Education Training /*

## Work Experience

September 2019 - Currently - Frontier Foods Ltd.

- **2019 - Currently - Territory Sales Manager**
  - *Traveling throughout an assigned territory to train and guide company Sales Representatives / Maintaining solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner / Continually meeting or exceeding sales targets by leading customers within an assigned territory to purchase company products and services / Analyzing sales and marketing data to determine the most effective sales and marketing techniques / Developing innovative sales strategies to increase sales within an assigned territory / Conducting surveys to better understand customer needs / Attending trade shows to promote company products and services / Ensuring that brand awareness within an assigned territory meets company expectations / Motivating Sales Representatives to achieve sales quotas and evaluating their performance based on their ability to achieve sales quotas / Monitoring competitors sales activity within an assigned territory.*
  - *Winner of the "AMAZING GROWTH AND IMPROVEMENT ON YOUR TERRITORY IN 2020" Frontier Foods Ltd awards.*

March 2005- September 2019 - FRESH Opportunity LTD:

- **2013- 2019 Store Deputy Manager, Camden St.**

- *Responsible for orders- deli, dairy products, off license department supervision,protein section supervision, BWG, promotions, work organization and staff supervision, customer service, supporting the computer systems / SAM4 WIN /, opening and closing the store, shift work, store cleanliness.*

- **2012-2013 Store Deputy Manager, Smithfield**

- *Responsible for orders- deli, dairy products, off license, BWG, promotions, work organization and staff supervision, customer service, supporting the computer systems, opening and closing the store, shift work, store cleanliness.*

- **2008-2012 Store Duty Manager, IFSC, MACE Supermarket, FRESH Supermarket Group**

- *Responsible for orders- deli, dairy products, off license, BWG, promotions, work organization and staff supervision, customer service, supporting the computer systems, opening and closing the store, shift work, store cleanliness.*

- **2007-2008 Store Duty Manager, Camden St.**

- *Responsible for orders- deli, dairy products, off license, BWG, promotions, work organization and staff supervision, customer service, supporting the computer systems, opening and closing the store, shift work, store cleanliness.*

- **2005-2007 Store Supervisor, Camden St.**

- *Responsible for customizing the products, customer service, training delivery, stock checking, supporting the computers systems (Sam4Win), shift work, opening and closing the store.*

## **Additional Skills**

- *WSET Level 2 / Wine and Spirit Education Training /*
- *Full clean EU license- cat.A, B*
- *Excellent PC skills: Windows Operating Systems*
- *MS Office, Internet.*
- *Office installations service.*

## **Languages**

- *Polish (native);*
- *English (fluent);*
- *Slovak (intermediate)*

## **References**

- **Derek Dunne - 087 41 53 519**
  - Fresh Supermarket Group - Sales Manager / Buyer
- **Julian Dascalu – 083 10 77 783**
  - Fresh Grand Canal and Capital Docks Stores - General Manager