

Contact

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Top Skills

Homeschooling
Localization
Freight

Certifications

Practical IT
Giving Your Elevator Pitch
Sales Prospecting (2019)

Natalia Dueholm

Director, VM.PL Software House/U.S.-based/AI/ML Solutions/
Success in the automotive, semiconductor, & manufacturing
industries/ Applied AI Board Member
St Paul, Minnesota, United States

Summary

I am the Director of the North American Division at VM.PL Software House, a leading software development company from Poland with 160 world-class programmers and over 475 projects completed in various sectors. We have had clients from Poland, Germany, Austria, Switzerland, Ireland, and the United States. I have over 20 years of experience in business, education, research, consulting, and translation, working with diverse clients and partners across Europe and the United States.

My mission is to lead VM.PL's expansion into the American market, showcasing our expertise in software development, data analytics, cloud services, and mobile applications. I have a proven track record of delivering successful elevator pitches and presentations to potential clients, conducting market research and analysis, and tailoring our solutions to the specific needs and challenges of each industry. I am passionate about connecting with people, creating value, and solving problems through technology.

VM.PL's areas of expertise:

- AI/ML
- automotive
- biopharma
- data analytics
- distribution
- e-commerce
- education
- fintech
- healthcare
- industrial engineering
- legal
- logistics

- manufacturing
- martech
- packaging
- printing
- publishing
- semiconductors
- WMS & more

Technologies/Languages:

- Android
- Angular
- ASP.NET Core
- Azure Cloud Services
- C#
- C++
- Docker & Kubernetes
- Flutter
- Ionic
- Java
- JavaScript
- jQuery
- Laravel
- Magento
- .NET
- Node.js
- PHP
- Python
- React.js
- RPG
- Salesforce
- Spring
- Symfony
- TypeScript
- Vue.js

SDLC: Scrum

Learn more at:

[https://transparencywins.info/
company_page/1637319061430x745731854471790600](https://transparencywins.info/company_page/1637319061430x745731854471790600)
<https://www.youtube.com/watch?v=bUs6dj2-O4s>
and here: <https://www.youtube.com/watch?v=a5aqwLmPRPs>
www.vm.pl

Experience

Emerging Technologies North

Board Member

2025 - Present (less than a year)

Greater Minneapolis-St. Paul Area

I am on the board at the AppliedAI group: <https://AppliedAI.MN>, supported by the non-profit Emerging Technologies North. We host monthly events, a bi-annual conference, and a podcast. We also release weekly and monthly newsletters.

VM.PL Software House

Director, North American Division

November 2022 - Present (2 years 9 months)

I am a representative of VM.PL, a software development company from Poland which has flourished throughout Europe, especially in the highly competitive German market. The company boasts a staff of 160 world-class programmers. For nearly 20 years, VM.PL software house has completed major projects in sectors ranging from e-commerce and education to manufacturing, semiconductor, automotive and finance: <https://www.youtube.com/watch?v=bUs6dj2-O4s>

My responsibilities include:

- Prospecting and contacting potential clients
- Organizing virtual meetings with team in Poland
- Tailoring sales presentations and pitches to the American market
- Conducting research and market analysis

Freelance

Business Consultant

January 2014 - Present (11 years 7 months)

- Conducting research for Polish companies working in the States

- Organizing a cross-functional team and coordinating logistics for large-scale imports and exports
- Performing data entry and collection
- Managing virtual office using Word and Excel
- Multitasking, diagnosing, troubleshooting and solving complex challenges
- Managing client orders, invoices and finances
- Prioritizing diverse responsibilities and a variety of urgent and sensitive requests

AmberTree

Co-Founder

January 2004 - Present (21 years 7 months)

- Organizing sales to diverse customers at various venues
- Preparing merchandise for sales, and assisting in product returns
- Coordinating purchases with foreign suppliers

various publishing houses

English-Polish/ Polish-English Translator

November 2002 - Present (22 years 9 months)

- Editing, proofreading and translating books from English into Polish and Polish into English
- Translating diverse content for a variety of readers
- Paraphrasing translations to make them appropriate for the target audience
- Collaborated with prominent lawyers on cases involving litigation and industrial espionage

Blaise Pascal University (now University Clermont Auvergne) & more

Polish and French Teacher

1996 - 2019 (23 years)

- Taught Polish and French to international students in college, high-school and private settings
- Created relevant and engaging curricula for individuals and groups of up to 30 students

Education

Blaise Pascal University, France

Master of Arts in Teaching French as a Foreign Language, Teaching French as a Second or Foreign Language

Wrocław University, Poland

Master of Arts in French Linguistics, French Studies