

ALAIN S. JANOVJAK

Born on 10th April 1985 in Basel
Citizenship: Swiss and French
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PERSONAL CHARACTERISTICS

Communication expert, I work for challenges and team performance.
Time pressure and workload resistant, dynamic and involved.

WORKING EXPERIENCES

2012 – 2016 **ELF925.com**, Bangkok (TH)

E-commerce Manager

Head of the online silver jewelry platform www.elf925.com with an annual sales of over \$2 million. In charge of a team of 30 employees: graphic designers, IT engineers, marketing & sales officers, logistic and stock workers. Dealing with international key accounts, responsible for B2B marketing activities, financials and company's growth.

Relocation and creation of a new and limited legal entity due to great results.

Project leader for the development of the new website and affiliate's platform.

Main achievement: +120% Sales growth in 3 years.

2010 – 2012 **Syngenta**, Zürich (CH)

Marketing & Sales specialist

Responsible for main operative promotional activities, project leader for a few product launches in the Lawn&Garden category. Coordinator between the sales force team and the key account management and generating monthly reports.

Marketing & Communication specialist

Responsible for event organization and concept elaboration for the Crop Protection, Seeds and Lawn&Garden categories in the Swiss market. Managing sponsoring activities as well as the complete marketing material.

2008 – 2010 **Kraft Foods**, Zürich (CH)

Assistant Product Change Management.

Managing and supporting product marketing projects in the coffee category for Germany, Austria and Switzerland. Assigned in the Logistic dept. Handling new packaging process, co-packing activities and product displays development.

Master Diploma work. Solving the urgent problem of overdue invoices:
With process analysis and trainings: reduction of critical payment issues by 80%.

EDUCATION

- 2007 – 2008 Faculté des Sciences Economiques, Sociales et Juridiques, Mulhouse (F)
MASTER Master Degree in Project Management
- 2003 – 2007 International Business Management:
Four-year undergraduate program in France, Switzerland and Germany
BACHELOR Maîtrise Commerce et Vente – Université de Haute Alsace in Colmar (F)
Betriebsökonom – Fachhochschule in Basel (CH)
Diplombetriebswirt - Berufsakademie in Lörrach (D)
Bachelor of Arts – The Open University of London (UK)
Erasmus semester in the University of The Hague (NL)
LICENCE Licence en Commerce et Vente – UHA in Colmar (F)
DUT Techniques de Commercialisation – UHA in Colmar (F)
- 2000 – 2003 Lycée Jean-Mermoz, Saint-Louis (F)
A-LEVELS Baccalauréat Sciences de l'ingénieur
- 1996 – 2000 Secondary school, Hégenheim (F)

LANGUAGES

French	Mother tongue
Slovak	Father tongue
English	Fluent
German	Fluent
Thai	Intermediate

SPECIAL EXPERIENCES

Co-author of the multilingual encyclopedia « *The Manager's quick reference* » UK/F/D/SK.
In charge of the French part, support for selection of the managerial terms, Bratislava (SK), 2007.
Neuro-Linguistic Programming (NLP), certified practitioner.

IT SKILLS

Windows, Mac OS X
SAP, CRM Plus, Adobe InDesign, Microsoft Office (Excel, Word, PowerPoint, Visio, Project).

LEISURE ACTIVITIES

Passionate about body language and deception technics.
Matrix energetics healing, Traveling, Badminton and Runing, Movie making and Music: listening, composing and songwriting.