
PROFESSIONAL EXPERIENCE SUMMARY

BIG SQUID, New York, NY | *founded in 2009. It is a Predictive Analytics software company that specializes in data solutions utilizing Business Intelligence, Data Sciences and Predictive Analytics. Big Squid works to identify critical business outcomes as well as the drivers of those outcomes, and then it uses data visualizations to prescribe action on those drivers to positively influence your desired business outcomes.*

Account Executive**May 2019-Present**

At Big Squid I was responsible for carrying a quota of \$600k in Northeast territory. It was an outside sales position, where we sold to mid-enterprise and enterprise level companies. Part of the responsibilities was working through Legal, Security, and Procurement teams to win deals; heavy use of Salesforce, Sales Loft and Microsoft products.

DUTIES

- Generated business through cold calls, lead generation, Rolodex, tradeshow and take care if the incoming leads (via web forms).
- Became an expert on Big Squid's product and conducted discovery calls, presentations, demos, negotiations with prospects and customers.
- Worked closely with Client Success team on implementing a strategic method to onboard clients in a timely and effective manner.
- Was responsible for tracking all opportunities, customer's use case, results and next steps to create an up-sale opportunity for the team
- Managed my day-to-day time to be able to grow the pipeline (always at least 3x the quota), set up in-person meetings for demonstrations or up-sale opportunity and stay on top of the current deals (legal process, security review, procurement).

ACCOLADES

- Helped an e-commerce company recognize the area of when to create an upsell/promotion during the customers website visit by utilizing machine learning. An additional \$660k in revenue through repurchase behavior was recognized within the first 90 days.
- Helped a higher education organization streamline communication between students and teachers by 30%. The results allowed the teachers to focus more on additional projects but also brought the student's score results up by 20% within the first semester.
- Quota maintained at 80% every quarter
- Secured huge logos in Northeast region (average ARR \$48k with an upsell of ARR \$96k after 1st year)

Nest Seekers International, New York, NY | *full-service residential and commercial brokerage firm in the rapidly expanding global real estate marketplace. It has affiliates in Europe, Asia, Latin America and the Middle East.*

License Real Estate Advisor (Part-Time, weekend)**January 2017-Present**

I specialize in rentals (new development) and sales (resell and new development) in NYC area. I also work on off-market development sites research, negotiations and sale.

DUTIES

- Developed marketing plans to assist sellers to properly market and sell their homes for top dollar and assist buyers in their home search
- Communicated with agents, sellers, buyers, attorneys and mortgage officers in the selling/buying process
- Guided, oversee and negotiate home sellers/buyers throughout the selling process.
- Connected with other agents in the real estate industry to expand my network, continuously evolve and grow
- Worked with developers on getting an exclusive agreement on new development sites for rental apartments or condo buildings.
- Created financial proposals, marketing plan, sales projections, market research and compatible reports across New York City

ACCOLADES

- Represented sellers, few transactions completed at \$1,694M, sold for \$750,000, sold for \$998,000
- Represented developers, few transactions completed at \$1,291M, sold for \$1,205M, sold for \$1,209M, sold for \$1,147M
- My personal project: an exclusive agreement with New Development rental building for 194 units in Long Island City, NY

America4Vets, Port Charlotte, FL | *non-profit foundation for veterans that empowers, trains and helps our veterans and their families.*

CMO, Secretary & Treasurer (Part-Time, a couple of hours during the week)**July 2018-Present**

I facilitate growth, sales and marketing strategy. I am responsible for all development activities as well as implementation of the congregation's first planned giving program. I help securing major gifts for America4Vets and recruit new members to Board of Directors with high-level corporate and social connections.

CMO DUTIES

- Responsible for creating and managing: social media, website (america4vets.org) and promotional materials as well as all development activities
- Worked closely with director to design and implement an annual fundraising plan
- Assisted with managing donations, grant proposals, created and managed 3 employees' daily tasks to ensure good results.
- Analyzed and oversee donors' database and identify future giving possibilities
- Responsible for the biggest projects: car raffle and crowd founding (successful results)
- Managed America4Vets Foundation including recruitment of a high-level board of directors
- Developed and implemented the first planned giving program; identifying individuals with propensity to give based on history of support; maintain portfolio of top donors

ACCOLADES

- Secured first \$150,000 major gift from a new donor
- Secured a \$50,000 match and \$50,000 in matching gifts in under one month
- Helped to develop programs to educate various veterans

MINDBODY Inc, New York, NY | founded in 2001. Cloud-based business management software for the wellness services industry. MINDBODY serves about 35 million consumers located in over 130 countries and territories. Vista Equity Partners recently acquired MINDBODY for \$1.9 billion.

Senior Account Executive

June 2009-Present

At MINDBODY I was the first sale specialist hired in NY office. Starting out as a sales representative, I gained an experience in account management, business development while also getting familiar with the market. After outstanding results I was promoted to Account Executive with a yearly quota goal of \$180k with North America as my territory. I was able to learn skills, such as: sales management, project management, expanding business practices, problem solving. I am fluent in CRM (Salesforce), Microsoft Office, Outreach, SaaS platforms, B2B and B2C sales.

DUTIES

- Generated business through cold calls, tradeshow, incoming leads and through working closely with SDRs
- Created sales call strategy and outline an action plan - mutual closing plan ideally, if more meetings are needed, schedule the follow-ups.
- Conducted webinars demonstrations to prospects showcasing our platform and SaaS delivery methodology.
- Implemented technology platform in effort to streamline the sales life cycle (Salesforce, Outreach, Live Person, Microsoft Office tools)
- Negotiated sales processes in different currencies – oversees also onboard international clients with language or legal barriers.
- Managed my time to be able to speak with a high volume clients and still have time to grow my pipeline and accommodate special projects

ACCOLADES

- President's club member 4 years in a row (2013, 2014, 2015, 2016)
- Inbound lead conversion always kept at 60-70%
- Top sales representative during the whole career:
 - in 2011 #3, in 2012 #13, in 2013 #1, in 2014 #6, in 2015 #5 (out of ~200 sales specialists)
 - in 2016, 2017 and 2018 company shifted sales teams and grew to around 300 sales specialists. I stayed within the first 10% on the leaderboard.
- Worked on franchise deals: 62 locations, 8 locations, 6 locations
- Signed on over 1300+ new businesses (many of top 25 accounts) with a cancellation ratio below 5%.
- Quota maintained at or above 100% every quarter
- Secured large customer base by helping resolve credit and financial issues (average ARR \$10-\$15K)

DEMONSTRATED SKILLS AND CAPABILITIES

•Active Listening •Communication •Computer Skills •Customer Service •Interpersonal Skills •Problem-Solving •Time Management
•Remote Work •Adaptability

EDUCATION AND CERTIFICATIONS

UNIVERSITY OF MANAGEMENT AND ADMINISTRATION, OPOLE - POLAND

Master of Business Administration (MBA): enterprise management, 2011, GPA: 4.0

UNIVERSITY OF BUSINESS AND COMMERCE, WROCLAW - POLAND

Bachelor of Science (BS): economic and management sciences, 2009, GPA: 4.0

- University of Business and Commerce in Wroclaw Certificate – “Course of business ideas, marketing, financing and business concept”
The course took 25 hours to complete, 2008
- University of Business and Commerce in Wroclaw Certificate - “international program of business and management in academic year 2006/2007”.
The course took the whole semester to complete. 2/19/2007-6/6/2007

TECHNOLOGY AND ADDITIONAL SKILLS

•MacOS, iOS (master) •PC (master) •Salesforce (master) •Contactually (master) •MailChimp (master) •Constant Contact (master) •Spacio (master) •Microsoft Office Suite (master) •Dropbox (master) •Slack (master) •Outreach (master) •ADP (master) •Sales Loft (master) •LinkedIn Sales Navigator

•Sales Management •Business Development •Account Management •Strategic Planning •Sales Operations •Account Management •Software Industry •B2B and B2C •Social Media Marketing

LANGUAGES

•Polish (fluent) •English (fluent) •Spanish (basic) •German (basic)

INTERESTS

Lover of snowboarding and hiking. Enjoy trying new restaurants and cuisines in New York City and across the globe. Love spending time with my Husky, Mya and hosting friends and family from Poland!