Ing. Martin Konečný

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Employment

Web developer, product owner **Ministry of Investments, Regional Development and Informatization, Slovakia** **05/2022 – present**
- Developing a web application for collecting users' feedback, using React, NodeJS, MongoDB as core technologies.
- Overseeing development of a design system for digital public services.

Expert in CX / Project manager **Ministry of Investments, Regional Development and Informatization, Slovakia** **03/2019 – 12/2021**
- Implementing concepts of citizen experience in the operations of public service organizations.
- Improving decision-making and project management in public service organizations.

Territory Manager – CX applications **Oracle, Prague** **09/2017 – 02/2019**
- Leading end-to-end sales process of Oracle CX applications through engagement of appropriate resources in assigned territory.
- Territory planning, forecasting, pipeline development, opportunity management and meeting sales targets.

PCMM ISV **Microsoft, CEE** **09/2016 – 09/2017**
- Managing recruitment of ISV partners to Azure platform at scale across CEE region (33 countries, 8 subsidiaries).
- Orchestrating lead generation and follow-up process through digital and tele engines, working with the local teams on landing the program strategy, implementing transparent reporting and tracking the results.

PCMM SMB Partner **Microsoft, Prague** **06/2014 – 09/2016**
- Drove through partner marketing campaigns with strong focus on digital marketing resulting in 180% YoY cloud revenue growth of 7 participating partners. Drove digital and business transformation of the Microsoft's partners.
- Drove SMB partner ecosystem transformation towards cloud business. Setting up partner recruiting engines with distributors and internal stakeholders resulting in overreaching of our partner recruitment goal of 801+ partners transacting cloud in FY15 and continuing strong growth of the cloud partner ecosystem in FY16.

Google AdWords Specialist **TeleTech, Dublin** **02/2013 – 07/2013**
- Managed 200+ merchant accounts, consulted with clients to provide the best online advertisement for their business objectives.
- Converted on average 60 new clients monthly to a new advertisement format – top selling person in the Czech team.

Business Development Representative **AppToCloud.com, Prague** **11/2011 – 02/2013**
- Performed business development of solutions such as IceWarp mail server, MailStore and Apptocloud.
- Arranged on average 8+ new sales presentations each month for a sales manager.

Education

Full-stack web development **Epicode coding school** **12/2021 – 06/2022**
- Completed 6 months intense, full-time web development program, learning following technologies: JavaScript, React, MonogoDB, Postgres DB, Node JS/Express, security, GitHub, etc…
- Check all my projects: https://github.com/martin835

The Faculty of Economics **The University of Economics, Prague**
- Bachelor of Economics **09/2007 – 02/2011**
- Master's program with major in Economic analysis and minor in Informatics in business **02/2011 – 02/2014**
- Diploma thesis titled: "*Does Housing Market impair Job Mobility and Employment in the Czech Republic?*" published as an article in International Journal of Housing Markets and Analysis journal in August 2015.

Certificates

- MS Excel Specialist - Verify at: verify.certiport.com – Certificate number: 6E97 – kVRh
- Google Advertising Fundamentals Exam; Google Search Advertising Advanced Exam

Languages: Fluent in EN, SK (native language)