

## PERSONAL INFORMATION

## Paulius Miliauskas



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Sex Male | Date of birth 24 June 1988 | Nationality Lithuanian

JOB APPLIED FOR  
WORK EXPERIENCE

## IT Recruiter, Entrepreneur

2019.02 – now

## Recruitment Entrepreneur

MB Logspot ([www.logspot.lt](http://www.logspot.lt)). Vytauto g. 48 B, 68296 Marijampolė, Lithuania.

- Company owner, entrepreneur.
- Searching for new clients.
- Signing contract with clients.
- Searching for employees.
- Ensuring smooth employment and integration processes.
- Developing marketing strategies.
- Social network, google analytics, SEO and website management.

2017.06 – 2018.10

## Recruitment Manager

Hire Labas Group (<https://hirelabas.lt/>). Vasaros g. 24, 68111 Marijampolė, Lithuania.

- Searching for new clients.
- Signing contracts with clients in Germany.
- Meeting with people before signing contracts.
- Detailed explanation of accommodation, workplace and salary.

2011.05 – 2017.05

## Team Leader in Warehouse

Rhenus AG & Co. KG Logistikzentrum Logport (<http://www.de.rhenus.com/startseite.html>). Europaallee 29, 47229 Duisburg, Germany.

- Prepare and complete orders for delivery or pickup according to schedule.
- Preparing and signing loading documents.
- Receive, store and distribute goods.
- Perform goods receipts and goods issues.

2010 – 2011

## Export Manager

Teltonika International Group (<http://www.teltonika.lt/en/>). Saltoniskiu st. 10c, LT-08105 Vilnius, Lithuania.

- Searching for new clients.
- Developing sales strategies and setting targets.
- Monitor all sales transactions and review all customer response.
- Administer all existing clients.
- Manage all logistics for export activities.
- Keeping up to date with products and competitors.

## EDUCATION AND TRAINING

2023.04 – 2023.09

### Front-End-Development remote studies in the evenings

“Code Academy”, Saulėtekio al. 15, LT-10224 Vilnius, Lithuania

2014 - 2017

### Master of Business Administration, MBA graduate

Fontys International Business School. Tegelseweg 255, 5912 BG, Venlo, Holland

2007 - 2010

### Bachelor of Business Administration, Sales Management

Kaunas College, Business Management Faculty, Pramonės pr. 20, LT – 50468, Kaunas, Lithuania.

1999 - 2007

### “Jono Totoraičio“ Secondary School

Dariaus ir Girėno g. 7, Marijampole. Lithuania

## PERSONAL SKILLS

Mother tongue(s) Lithuanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
	Replace with name of language certificate. Enter level if known.				
German	B2	B2	B2	B2	B2
	Replace with name of language certificate. Enter level if known.				

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user

Communication skills

Teamwork skills gained through life experience, communicating with other people in multicultural environment when I was working abroad. During the past 6 years I worked as a recruiter, 2 years as a contract workers and 4 years as an entrepreneur in my own company. I was responsible for finding and integrating new workers for my clients in Germany. I speak fluently in German and English.

Organisational / managerial skills

- Knowledge in front-end-development
- Strong communication skills
- Selling products and ideas
- Leadership
- Entrepreneurship skills in recruitment
- Confidence
- A natural curiosity
- Experience in logistics
- Gathering information
- Enduring long hours
- Flexible
- Coping with deadlines
- Meeting people
- Expressing ideas orally to individuals or groups
- Diligent
- Inventing new ideas

## Computer skills

- HTML, CSS, CSS sass, BOOTSTRAP, JS, REACT
- Good command of Microsoft Office™ tools (Word™, Excel™ and PowerPoint™)
- Basic knowledge of graphic design applications (Adobe Illustrator™, PhotoShop™)

## Driving licence

- A, B driving licence category
- Forklift license

ADDITIONAL INFORMATION

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- copies of degrees and qualifications;