

RESUME

Personal information

Name: **Vilem Vrba**
Address: Canada, Calgary
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Driving licence: Alberta Class 5 adv.

Working experience

April 13 – now
post till May:
since June: **United Safety Ltd.** (Canada, Airdrie)
Safety watch
Lead Hand
Assisting the USL General Foreman; ensuring the workplace meets the criteria of OH&S Code, USL and client specific codes of practice and eliminating any potential hazard; inspecting inventory and rescue equipment + related documentation; verifying gas and atmosphere monitoring results and confined spaces entries; gas detection and breathing apparatus equipment inspection, setting and function testing; deploying and couching safety watches, setting airlines; air trailers function tests, inspection, etc.

November 12 – April 13
post: **WinSport - Canada Olympic Park** (Canada, Calgary)
Ski Instructor - teaching skiing, assisting with the daily operations within the snow school, promoting ski school skiing programs, physicaly working outside in low temperature, cooperating with other ski school team members

September 10 – September 12
post: **UNITED PARCEL SERVICE** (Czech Republic, Prague)
Account Executive – responsibility for clients and sales performance in the assigned region, new clients prospecting, penetration of current clients, customer service, meeting the company goals, initiatives and KPI performance, work with Oracle TEAMS (UPS CRM)

February 06 – September 10
post: **PC NET SERVICE** (Poland, Bielsko-Biala)
Sales team leader - since the 1st of January 2007 – responsibility for the sales team and its performance, coaching and motivation of sales representatives, creating friendly team environment,
Sale Representative - till the 1st of January 2007
software sale, acquisition of prospective clients, customer service

Education
2010 – 2011
field of study: **Masaryk University Brno**, Faculty of Social Sciences
Political science - master program
specialization: political marketing

2003 - 2008:
field of study: **Masaryk University Brno**, Faculty of Social Sciences
Political science + sociology,

Industrial and other related trainings, tickets and certificates (all valid)

Industrial High Angle Confined Space Rescue Level 1 & 2 & Fall Protection Rescue - Grift Safety & Rescue H2S Alive;

Standard First Aid CPR/AED – Level C;

PST - Petroleum Safety Training;

CSTS - Construction Safety Training System;

WHMIS;

OSSA Fire Watch;

OSSA Confined Space Entry & Monitor;

OSSA Regional Orientation Program ORO 2006 New & Young Workers BC;

Fall Protection Awareness;

Respiratory Protection;

Breathing Air Systems and Respirator Fit Test Training;

Gas Test Entrant Training;

ITX (Gas Detector Operations);

Asbestos Awareness;

Benzene Awareness;

Hearing Protection;

BASE Training; Shell's 12 life Saving Rules Orientation;

Horizon Site Safety Orientation,

CNRL Safety Orientation,

DEVON Safety Orientation

Other trainings and certificates

Ski instructor licence: CSIA level 1

Paragliding pilot licence lev. 4: Light Aircraft Association of the Czech Republic

HIGH FIVE Sport

UPS Sales Trainings: Sales Accelerator; Sales Tools Workshop; Situational Sales Negotiation

Time management: Career center of Masaryk University Brno

Team building: Career center of Masaryk University Brno

Speedreading: Training in speedreading led by David Gruber

English business correspondence: Gradua CEGOS (2 months training course in business English, correspondence and communication skills)

Organisation and moderation of public meetings: Center for Democracy and Free Enterprise (CDFE)

Language knowledge

Czech: native

English: fluent - frequent English user

Polish: intermediate

Slovak: fluent

IT skills

Windows, MS Office, Internet: user

Oracle TEAMS CRM: user

SPSS Data: elementary knowledge

Interests

sport: skiing, rock climbing, paragliding, ice-skating, mountain bike, swimming
soft skills, politics, traveling, classical music, Latin dancing