PAWEŁ ZAJK

📍 Gdynia, Poland

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🌐 paweloo.github.io

🎓 Education

Wyższa Szkoła Bankowa w Gdańsku
IT - Programming
BSc. of Computer Science
10.2017 - 02.2021

💻 IT Skills
knowledge levels

HTML - advanced
CSS - advanced
Sass - advanced
JavaScript - advanced
React - intermediate
Flutter - intermediate
Python - intermediate
Git - intermediate
Storybook - intermediate
AWS - intermediate
Firebase - basic
PHP - basic

💼 Experience

Mentor - Sony
05.2019 - current

• Developing and maintaining Python web app created for Sony which analyses prices between stores and helps with creating reports from sale campaigns
• Monitoring app health on AWS
• Cooperation with marketing and analysis department in order to adjust the application to the company's needs
• Providing user technical training and support
• Troubleshooting
• Monitoring team performance and helping to achieve the intended results
• Introducing new employees to the company's structures
• Co-creating weekly reports in the area of promotional campaigns and the results achieved by the team
• Conducting trainings in sales techniques and Sony products

Sales Advisor - Sony
02.2018 - 05.2019

• Active promotion of Sony products
• Preparation of weekly sales reports from selected stores and a monthly sales structure
• Conducting trainings for employees from new model lines
• Establishing long-term relationships with customers
• Maintaining the highest standards of customer service
• Taking care of the appropriate display and its technical condition
• Monitoring the availability of individual products and filling in the shortages

⭐ Interests

- UI projects in Adobe XD
- App development for friends and personal usage
- Smart Home
- Music production
- Stock exchange
- Events from business and tech industry
- Sports on wheels (cycling, skating)

💡 Non-IT Skills

- Persistence in pursuing the set goals
- Ability to learn new things quickly
- Great independence at work
- Extensive technological knowledge
- Troubleshooting skills
- Data acquisition and analysis
- Ease of establishing contacts with new people
- Team project management
- Ability to create tools to facilitate the execution of the entrusted tasks
- Knowledge of foreign languages: Polish (native), English (C1), German (A2)

Customer advisor - Kup2
09.2017 - 02.2018

- Securing devices against falling
- Sale of accessories for mobile devices
- Taking care of the products display

Chairman of the media team
Gdynia City Youth Council
09.2016 - 09.2017

- Caring for the council's image on the Internet
- Coordinating the council's internet activities
- Establishing contact with companies that may have an impact on the recognition of the council on the network
- Co-creation of promotional materials

🚀 Accomplishments

- Improving the process of monitoring promotional campaigns by developing an app for more efficient data acquisition from selected RTV networks
- Obtaining very good sales and share results as a Sony Sales Advisor
- Improving sales as a customer advisor at Kup2 by rebuilding the warehouse system
- Development of own mobile apps and conducting their promotional campaigns
- Numerous designs of websites and web applications
- Participation in sales and product courses at Sony
- Eduweb React training certificates
- Internet Marketing course as part of the "Internet Revolutions " with Google
- Participation in social projects (e. g. "Zwolnieni z Teorii")
- Music and graphic projects (e. g. logo for Open House Gdynia)