

CV

Name: **Hubert Adamkiewicz**
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Work experience:

- 12.2010 – present **CEO at HT Solutions – Waterjet Spare Parts and Service, Cutting Job Shop and manufacturer.** (www.htsolutions.pl, www.htmetal.pl) I have started this company with my business partner, which I met at the university in Gdańsk. At the beginning We have focused on selling spare parts and Garnet to waterjet machines. Than We have provided service and started selling machines. After three years, We opened a cutting job shop with waterjet machine. Over time We bought also plasma cutting system and press brake. Last year We bought used TRUMPF laser cutting system. During all these years company was growing and also the employment. Now We hire 10 employees. Through all these years I have met a lot of people from all around the world and made very interesting contacts a gave me huge experience.
- 03.2009 – 02.2011 **Sales representative at POL-SVER Ltd.** DURMAZLAR distributor of industry machines for metal. (www.polsver.pl) – I was selling machines for metal, like press brakes, metal shears, folding machines, automatic lines, notching machines.
- 11.2006 – 02.2009 **Sales representative at JET SYSTEM Company, OMAX Corp.** Distributor in Poland (www.jetsystem.pl, www.omax.pl) I was working on north side of Poland and my job was to find potential customers, make sales presentation, first negotiations, and close the sale of waterjet machines systems.
- 07.2006 – 10.2006 **Sales representative at DRE Ltd.** Inside doors manufacturer (www.dre.pl) I was working on west side of Poland and I was responsible for acquiring new distributors and taking care of current.
- 10.2005 – 06.2006 **Salesman at LAYMAN Wholesaler of building materials** – one of my first job. I had a direct contact with client at store and warehouse, retail sales.

Education:

- 2004 – 2008 Bachelor's degree of marketing and business at University of Bogdan Jański in Elbląg
- 1999 – 2004 High school of trade and business in Elbląg as Technician Salesman

Certificates:

Waterjet System International (WSI) in Joplin, US, MI, Certificate of completed a training course administrated by WSI technician on proper maintenance of WSI brand waterjet pump, pneumatic and accessories.

Techni Waterjet Australia Certificate of completed a training of installing and servicing waterjet machines and high pressure pumps.

OMAX Corp. Certificate of basic operator and maintenance.

Skills:

- Company management
- Ability to employ new workers and manage them to achieve goals
- Setting up a new company or department, introducing procedures and work organization
- Setting goals and implementation of sales plan
- Planning activities for the company future
- Providing customers service
- Acquiring new customers and building relationship with them
- Conducting negotiations with customers and with potential suppliers
- Ability to work with different companies all around the world, customers and suppliers
- Preparing offers and presentations for potential customers
- Solving problems at customers site
- Service technician abilities, solving problems, very good knowledge of Waterjet machines and high pressure pumps of different manufacturers, installations of machines, maintenance, all based on practice and trainings.
- Production management, setting and organization work
- Knowledge how to operate following machines and maintenance them: waterjet systems, press brakes, plasma cutting systems, shears for sheet metal cutting, folding machines
- Resistance to stress, assertiveness, very good interpersonal skills, communication,
- Open for new opportunities and chances

Language:

- English – advanced
- German – Intermediate

My interests:

- Sports – I like outdoor sports, and also going to the gym
- Books – specially books from I Can learn and improve my sales and management skills
- Machines – All industrial machines like waterjets, lasers, press brakes.
- Spending time with my girlfriend, going with our dog for a walk, spending time by the sea
- Motorcycles and Cars