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# WIKTOR MIGASZEWSKI

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## Profile

I am looking for a job of a **Sales Representative** in the area of IT, with focus on AI / ML. I worked as a Salesman in a hosting company for a year and had my own company for 12 years. I have broad knowledge of Machine Learning, as I have been doing my own ML projects for 10+ years. I code in Python and my preferred deep learning framework is PyTorch. Recently, I focused on LLM + LangChain solutions, which can be useful in batch processing of documents and numerical data for mid-size and large companies.

I studied Business Administration at Warsaw School of Economics. I worked as a Business Analyst for 8 years, thus having contact with medium level managers in a few multinational companies, presenting data analyses for them on a regular basis. I believe, I can add value in terms of smoothing data processes in large business organizations. I know architecture design notations, like UML and BPMN.

Recently, I called 10 companies in the area of Warsaw and asked them if they would be interested in a loose conversation on the topic of using AI in their processes. 8 of them companies were interested. I believe in selling by creating a relationship, initiated with non-committal presentation and soft knowledge transfer in both directions.

## Skills

On everyday basis, I code in Python and use PyTorch, Pandas, NumPy, Sklearn, Matplotlib. I learned Machine Learning technologies of CNN and Generative AI (GAN, LLM, LangChain).

Please visit my GitHub at [github.com/wiiiktor/resume](https://github.com/wiiiktor/resume) to see sample scripts that I wrote.

I hold a certificate for [Microsoft Azure Databricks](#) (AI-900).



## Professional career

8-year experience as Business Analyst; my main job was to analyze sales and financial data for companies like Masterfoods, MGA Metro and Whirlpool (Media Mix Modeling of revenue sources, regression, time series, risk analysis).

12 years at Efneo where I was responsible for sales technical clients service, also using AI / ML tools (ticket classification, autogenerated email answers, RAG) and developing technical documentation of the product (3D, technical drawings, client manuals).

## Education // Language skills

Warsaw School of Economics (SGH), Marketing and Management profile, with elements of Statistics, Econometrics, Algebra and Logics.

Polish - native, English - C1/C2, German - A2

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## PROFESSIONAL CAREER, DETAILS

11.2010-07.2023: **TECHNICAL CLIENT SUPPORT** at **Efneo Sp z o.o.**

- sales activities to Western Europe & USA markets, remotely and during trade shows
- development of AI / ML - enhanced system (ticket classification, autogenerated email answers, RAG)

04.2009-10.2010: **BUSINESS ANALYST** at **Whirlpool Polska**

- marketing, sales and financial data analysis

03.2007-03.2009: **BUSINESS ANALYST** at **MGA Metro**, a group of supermarket chains

- MMM / Media Mix Modeling, marketing / advertisement investments efficiency reporting

06.2004-12.2006: **IT SPECIALIST** at **MASTERFOODS / MARS Inc.**

- cooperation with Brand Managers and IT specialists, in Western Europe & USA in the area of online marketing, as technical advisor

08.2002-05.2003: **IT SALESMAN** at **Onyx Sp. z o.o.**

- selling hosting services
  - successful introduction of a new product strategy for this company (small system with a SQL database)
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