

## **Personal details**

Name: Bc. Jan Selinger  
Nationality: Czech  
Born: 1985  
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## **Working Experience**

**10/2016 – 8/2017**

**Key Account Manager – Forbo Flooring Systems**

- responsibility for the key customers
- coordination of distributors and their sales representatives
- looking for new business opportunities
- setting up sales channels
- market and project monitoring
- evaluation of sales
- business meetings with architects, investors, distributors

**8 / 2014 – 8 / 2016**

**Area Sales Manager (Czech Republic and Europe) – flooring, IPSAL C.R., Soukenická 23, Praha**

- following the construction projects – architects, investors, construction companies
- determining of business strategy
- business negotiations and development
- cooperation on marketing strategy
- developing business relationships with existing partners and seeking new business opportunities
- reporting
- evaluation of the sales activities

**1 / 2013 – 5 / 2014**

**Project Manager – Premier Sports CZ (marketing), Sokolovská 86, Praha**

- organization of golf events
- acquisition of new partners
- communication with existing partners
- marketing for the Czech Paralympic team
- communication with the media
- cooperation on creating marketing campaigns
- reporting

**8 / 2009 – 7 / 2012**

**Sales Manager – 13BM, Sassari, Italy**

- marketing and sale of the sportswear brand Macron
- organizing of events
- commerce and negotiation
- contact with sport clubs and players
- related administration

2004 – 2012 Professional basketball player (Czech Republic, Germany, England, Austria, Spain)

### **Education**

2005 – 2009 University of West Bohemia, Czech Republic, Faculty of Education, Study Programme Physical training and sport management – Bachelor's degree

2000 – 2004 Secondary Technical School of Transportation, Plzeň, Czech Republic, Study Programme Transport, Carriage and Logistics

### **Language skills**

English – C1  
German – A2  
Spanish – A2  
Russian – A2

### **PC skills**

MS Office, online marketing

### **Driving licence**

B, C

### **Hobbies**

Sport, Travelling