

# CURRICULUM VITAE

## **MATĚJ BOSÁK**

**DATE OF BIRTH:** January 6, 1984

[www.linkedin.com/in/matěj-bosák](http://www.linkedin.com/in/matěj-bosák)



## SUMMARY

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I am very proud of my significant role in helping company Berendsen to become European leader in our business. I am responsible for many smiles of hundreds of satisfied customers, colleagues and my bosses. I want to use my large experiences in international business and corporate management in either foreign company coming to CEE region or Czech company expanding abroad.

## STRENGTHS

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**I am... PRODUCTIVE** – I focus on the result of my work and of my co-workers  
**INSPIRATOR, MOTIVATOR and LEADER** – I know how to excite people and motivate them  
**CONSTRUCTIVE** – I look for the solution, not for the reasons why something is not possible  
**POSITIVELY THINKING** – positive attitude and healthy humor got me always closer to success  
**WIN-WIN STRATEGIST** – solid business relations are guaranteed by satisfaction of all parties

## ACQUIRED KNOWLEDGE

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- Sales knowledge and process
- Recruitment and team leading
- Individual coaching
- Setting and enforcing KPIs
- Effective time-management
- Sustainable strategy planning
- Negotiation
- B2B environment knowledge

## WHAT I LOOK FOR

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- I am looking for motivating and meaningful job challenge.
- Company which allows me responsibly and effectively lead sales team.
- Company which allows me my significant contribution to sales and growth strategy.

## WORK EXPERIENCE

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04/2014-04/2018

**BERENDSEN**

Berendsen Textil Servis s.r.o., VELKÉ PAVLOVICE - [www.berendsen.cz](http://www.berendsen.cz)

**Sales Director CZ/SK/HU – Textile rental service**

**Representative Head for CZ and SK**

- Reporting directly to Country Manager CZ/SK.
- Legal and executive responsibility for Berendsen CZ/SK.
- Responsibility for sales strategy, its realization and reached revenue.
- Leading the sales team of 12 sales reps in CZ/SK.
- Sales results: 112% of target in 2015, 102% in 2016.

- Establishing of „International Key Account“, and „Account Management“ team.
- Reorganization of Sales department.
- Individual sales activity on European level, for example:
  - Mercedes-Benz Manufacturing (Hungary)
  - Jaguar Land Rover (GB, Birmingham)
  - Kaufland (Germany)
  - BREMBO (Italy, Poland)
  - Orkla Group (Norway, Denmark)
  - Eberspaecher (Germany, Romania)
  - Jacobs Douwe Egberts (Netherlands)

01/2010-03/2014

#### Key Account Manager – Textile rental service

- Reporting to Sales Director CZ/SK.
- I brought crucial contracts that secured company’s growth 15-20% of revenue every year.
- Example of brought customers (incl. yearly turnover):
  - Edwards s.r.o. (50 tis. €) [www.edwardsvacuum.com](http://www.edwardsvacuum.com)
  - ContiTrade Services s.r.o. (62 tis. €) [www.bestdrive.cz](http://www.bestdrive.cz)
  - Kovárna VIVA a.s. (65 tis. €) [www.viva.cz](http://www.viva.cz)

06/2008-01/2010

#### Sales Representative – Mat rental

- Reporting to Team Leader. In this position, I learned how to sell a product to a customer who doesn’t need it. After 1.5 years I was promoted to KAM position for “garments”.

2007-06/2008



#### Ataxo, s.r.o., BRNO

**Sales Representative** - I improved my selling by phone skills and successfully sold PPC marketing tool to many customers.

2003-2007



#### Mediaservis, s.r.o. / Citibank, a.s., BRNO

**Sales Representative** (part-time job during studies) - I contributed with successful selling of insurance and bank products (credit cards, loans). [www.mediaservis.cz](http://www.mediaservis.cz)

2003, 2004, 2005, 2006 My summer working experience in Switzerland and Ireland (working in agriculture and constructions, using English and French language) opened the world to me.

## EDUCATION

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2003 - 2008



#### Masaryk University, BRNO

**Faculty of Law, Master’s degree “MGR.” in Law and jurisprudence**  
[www.law.muni.cz/content/en](http://www.law.muni.cz/content/en)

2007



#### St. Norbert College, Green Bay, WI, USA

**Graduation at ESL Institute**, [www.snc.edu/esl](http://www.snc.edu/esl)

1995 – 2003



#### Grammar school in Český Těšín, CZ

General Graduation, [www.gmct.cz](http://www.gmct.cz)

## OTHER EDUCATION

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2010, 2011	<u>KP2 agency</u> - <a href="http://www.kp2.cz">www.kp2.cz</a> Sales training, communication skills
2012, 2013	<u>ALTEGO</u> - <a href="http://www.altego.cz">www.altego.cz</a> Sales skills, communication skills, personal development
2014, 2015	<u>BUSINESS SUCCESS</u> - <a href="http://www.success.cz">www.success.cz</a> Seminars: "Motivation seminar for Managers", "How to be a good Boss", "How to handle stress", "Time Management"
2016	<u>PERFORMIA</u> - <a href="http://www.performia.cz">www.performia.cz</a> Seminar: "How to create and retain excellent team"
2017	<u>GTD</u> - <a href="http://www.gettingthingsdone.com">www.gettingthingsdone.com</a> <b>Getting Things Done training</b>  <u>PMI (Process Management International)</u> - <a href="http://www.pmi.co.uk">www.pmi.co.uk</a> <b>Lean Six Sigma Online Yellow Belt, Essential Tools for Improvement</b>

## LANGUAGE SKILLS

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**Czech/Slovak language** - native, C2  
**English language** - fluent in both written and spoken, C1  
**French language** - intermediate level, A1  
**Russian language** - basic level  
I am experienced at leading the meetings and trainings in English.

## IT SKILLS

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MS Office (Word, Excel, PPT), Internet, CRM

## MISCELLANEOUS

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**Personal Interests and Activities:** Sport (badminton on competition level [www.bcpremiera.cz](http://www.bcpremiera.cz), jogging, skiing, hiking and climbing), Scouting Movement, travelling, music, movies, modern technologies

Driving License, cat. B

Safe Driving Instructor at Polygon Brno/SUPERDRIVE, [www.polygonbrno.cz](http://www.polygonbrno.cz),  
[www.superdrive.cz](http://www.superdrive.cz)

## REFERENCES

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**Ing. Tomáš Střelský, MBA**  
Berendsen Textil Servis s.r.o., Country Manager 2008-2016,  
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