



APPLICATION
CCIFP COUNCIL

Olaf Dąbrowski

Member of > **PSI** 

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About

Senior Sales, Sales Management and Business Development Executive successful at increasing sales, market share and revenue through results, regional, national and international. Over ten years of managing full P&L responsibilities.

15 years of experiences in creating profitable sales growth. Successful leader in implementing proven niche and mass marketing strategies through; merchandising, catalog, telemarketing, direct sales, tradeshow, e-commerce, public relations, and social media strategies.

- Specialties:
- Solution Selling
 - Business Plan Development
 - Long Term Sales Funnel Development
 - Sales Management, Regional / National / International
 - Negotiation Skills
 - B2B, eCommerce, Affiliate, Dealer Channel & OEM Sales
 - Leadership & Team Building
 - Market Research & Development, Domestic and International
 - New product design & development
 - Global procurement for large multinational clients
 - International/Far East Business
 - Start Ups
 - Entrepreneurialism

Education

Prywatna Wyższa Szkoła Biznesu i Administracji w Warszawie

Master in Economics, Marketing and Management
1997 - 2000

Wyższa Szkoła Biznesu – National Louis University w Nowym Sączu

Bachelor Degree, Marketing and Management
1994 - 1997

Experience

Managing Director

Starhouse
maj 2016 – obecnie - 11 mies. - Warszawa, woj. mazowieckie, Polska

General Manager

Goldenberry Experts in Promotion
Sty 2015 – obecnie – 2 lata 3 mies. - Warszawa, woj. mazowieckie, Polska

National Sales Director

Hilti Poland
sty 2013 – sty 2015 - 2 lata 1 mies. - Warszawa, woj. mazowieckie, Polska

Sales Director

Hilti Poland
wrz 2012 – sty 2015 - 2 lata 5 mies. - Warszawa, woj. mazowieckie, Polska

National Sales Strategy Manager

Hilti Poland
paź 2011 – wrz 2012 – 1 rok – Warszawa, woj. mazowieckie, Polska

Sales Director

Takt Sp. z o.o.
paź 2010 – maj 2011 – 8 mies. – Warszawa, woj. mazowieckie, Polska

National Sales Director – Board Member

Lynka Sp. z o.o.
lip 2005 – wrz 2010 – 5 lat 3 mies. - Warszawa, woj. mazowieckie, Polska

Area Sales Manager – Warsaw

Lyreco
Lip 2003 – lip 2005 – 2 lata 1 mies. - Warszawa, woj. mazowieckie, Polska

Area Sales Manager

UPS
1997 – 2003 – 6 lat - Warszawa, woj. mazowieckie, Polska



OD impact on CCIFP Development

- ✓ Utilize past experiences gained for big international corporations – best practices and feed back sessions
- ✓ Actively pick up current ideas and projects based on day to day actions from S&M company specialising in a very creative, tailor made and technological solutions and operating on a extremely competitive market
- ✓ Generate ideas for CCIFP projects, seminars and marketing actions as well as active leadership in those projects
- ✓ Promote CCIFP throughout business contacts and personal network
- ✓ Facilitating networking opportunities between Polish and International business leaders
- ✓ Acting as a supporting CCIFP representative during organised events
- ✓ Leading trainings (especially dedicated to Sales & Marketing topics)



HOW OD sees CCIFP Development Areas

- ✓ Creating a stronger platform for dialogue between small and medium members and the big ones
- ✓ Highlighting potential opportunities for French companies on Polish market especially in SMD sector (technology, e/m-commerce, services)
- ✓ Use modern technology tools to create efficient e-learning system for CCIFP members
- ✓ Create an attractive package of benefits for CCIFP members
- ✓ Build awareness of French-Polish collaboration within CCIFP in the group of students and education sector





DZIĘKUJEMY

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