

Mateusz Pliszka | CV

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I'm a sales and marketing professional in the IT and finance industry.

Professional experience

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| Customer Consulting – SoftwareSupp Sp. z o.o., HQ Wrocław, Global Ops | 01.2020 – present |
| <ul style="list-style-type: none">- Setting up the company from scratch (business and legal entity)- Development and marketing contracts acquisition (+100k zł per contract)- Fundraising (+1m zł) + own investment- Technical and business team assembly and teamwork- Business, legal planning and execution (achieving operational profitability)- Project management and delivery (React, JavaScript, Node, WordPress, CRM)- Building and managing KPIs (revenue + profitability)- Product management and development (product roadmap, team recruitment)- Customer consulting and lead qualification- Outbound, lead generation and marketing (Mautic) | |
| E-commerce Consultant – Naturaily Software House, HQ Wrocław, Europe Ops | 06.2019 – 01.2020 |
| <ul style="list-style-type: none">- Contracts acquisition (+100k zł development contract)- Building the tech stack division (Shopify), teamwork- Project management and coordination | |
| Marketplace Specialist - LiveChat Inc., HQ Wrocław, Global Ops | 05.2018 – 05.2019 |
| <ul style="list-style-type: none">- Growing the company's positioning in external e-commerce marketplaces- Co-ordinating key business relationships with e-commerce partners (Shopify, Magento)- Setting up review collection processes and comparative marketing, teamwork | |
| Contracting and freelancing - various IT and Financial Companies, Global | 04.2012 - 04.2018 |
| <ul style="list-style-type: none">- Startup investment projects (due diligence, analysis) / Tar Heel Capital, RST- Consulting projects (analysis, advisory) / JP Weber, EY, Seco&Warwick- Accounting (SAP, accounting outsourcing) / Qiagen- Banking (credit scoring measurement and analytics) / Credit Agricole- Volunteering (international student competition, Euro 2012) / CIMA, UEFA | |

Education

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| Bachelor and Master Studies in Finance, Wrocław University of Economics | 2011 – 2016 |
| <ul style="list-style-type: none">- Master thesis: "Valuation process on example of Comarch S.A."- Bachelor thesis: "Valuation of R&D results in drug development process"- Representing University in international competitions (EY, CIMA, CFA), Chicago, Mumbai- CFA Level II passed, Level III candidate- Capital Markets Academy, European Financial Congress | |

Languages

English - C1 level (CAE Certificate)
Spanish - B1 level (Telc Certificate)
Polish - Native

Skills and interests

Interpersonal, communicative, leadership and analytical skills.
New technologies, gaming, sports, finance
Tech: MSOffice, Webflow (web design)