Marcela Mogilska

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EDUCATION:

2011 – 2013	**University of Southern Denmark**
	Master in International Business
2008 – 2011	**University of Warsaw**
	Bachelor's Degree, Latin-American Studies

SUMMARY

Business Developer with 7 years of experience working at engineering and software companies
Managed international projects in Switzerland, Africa, Germany, Norway, Mexico and all over Asia Pacific
Passionate about technology, pitching, public speaking and tech conferences

PROFESSIONAL EXPERIENCE:

PreciPoint GmbH
(engineering)
Munich, Germany
2016 - 2018

Business Development and Sales APAC
- Managed Business Development and Sales strategy for APAC region and built up all distribution channels
- Established and headed a network of partners
- Opened the most markets and achieved the most sales in the whole company
- Led product launches and technical training
- Represented the company at industry events, gave talks and presentations

Plytix
(software)
Malaga, Spain
2015 - 2016

Business Development and Sales
- Worked on early stage business development and market research
- Developed a new market entry strategy and product launch

AidCom
(software)
Trondheim, Norway
2014 – 2015

International Sales
- Managed Business Development and Sales in Mexico (2014) and in Malaysia (2015)
- Collaborated with the software team on Product Development
- Developed marketing and promotional content

World Resources Forum
(sustainability / engineering)
St. Gallen, Switzerland
2012 – 2013

Project Associate
- Regularly attended UN events and international congresses for business outreach, sales, and promotion: planned events, organized workshops, and gave presentations
- Coordinated projects in Switzerland and Ethiopia
- Conducted a research study in South Africa supported by Swiss Federal Laboratories for Material Research (Empa), HP, Dell, and Nokia

LANGUAGES:

English:	Fluent, C2		French:	Communicative, B1
Spanish:	Fluent, C2		Danish:	Basic, A2
German:	Good command, B2		Polish:	Native
Portuguese:	Communicative, B1			

ADDITIONAL SKILLS:

- Excellent command of diverse enterprise software tools (CRM, project management, analytics, etc.)
- Good technical knowledge: e.g. software and hardware development processes, engineering, etc.
- Cultural sensitivity and flexibility – worked or studied in **10 countries and traveled to 40+**