



## CONTACT

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## ABOUT

- Experienced manager with holistic strategic business approach built on Sales
- Proven history of improving operations, turnover, profit and market shares with major distribution partners
- Wide experience in integration of Client insights to deliver business objectives and successfully manage P&L;
- Strong analytical and social skills combined with strategic focus and execution
- Solid experience in managing people and taskforces – proven success in team development, restructuring process, coaching and training;

# WOJCIECH PACHOLARZ

SALES DIRECTOR | THE ADECCO GROUP

## WORK EXPERIENCE

### 09/2010 – present (total duration: 10 years) THE ADECCO GROUP

01/2019 – present  
**SALES DIRECTOR, POLAND**

09/2016 – 12/2018  
**COUNTRY MANAGER, BULGARIA**

01/2016 – 08/2016  
**COUNTRY MANAGER, UKRAINE**

01/2014 – 12/2015  
**OPERATIONS DIRECTOR, UKRAINE**

09/2010 – 12/2013  
**KEY ACCOUNT MANAGER, POLAND**

04/2009 – 09/2010  
EXPOSITE (Marketing & Advertising)  
**KEY ACCOUNT MANAGER, POLAND**

03/2008 – 04/2009  
ZIBI (Luxury Goods & Jewellery)  
**NATIONAL SALES MANAGER, POLAND**

07/2006 – 03/2008  
WOJDAK (Medical equipment)  
**AREA SALES MANAGER, POLAND**

04/2005 – 07/2006  
ADAMBA CO.  
**SALESMAN, NEW YORK, USA**  
Salesman

01/2004 – 04/2005  
LYRECO POLSKA  
**FIELD SALES EXECUTIVE, POLAND**

09/2001 – 01/2004  
"4C" CIRRUS CUSTOMER CARE CENTER  
**PROJECT MANAGER, POLAND**

1998 – 1999  
ADAMBA Co.  
**SALESMAN, NEW YORK, USA**

## **EDUCATION**

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1993 – 2001

### **GDANSK TECHNICAL UNIVERSITY**

- M.A. and Engineer of Economy and Management
- Major: Management and Marketing
- Specialization: Organization of Production Systems
- Graduate with more than good mark

## **LANGUAGES**

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English – fluent

Russian – fluent

Ukrainian - basic

Polish – mother tongue

## **INTERESTS**

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Meteorology, climatology – I finished internet course organized and authorized by ICM Institute and University of Warsaw, economy and management, anthropology, law, geography, sport, travelling, music, computers and many more

