

BOŘEK KULHÁNEK



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EXPERTISE

Strategic B2B
Account Management

Consultative Sales
Custom Solutions

Project Management
Technical Reach

Business Development
Acquisition

TOOLS



Python and AI



Angličtina



Phoptshop



Premiere Pro



CAREER

OneCircle

Account Manager Eastern Europe

2024 - 2025

Market monitoring and active searching for new business opportunities.
New customer acquisition and strategic development of the assigned region.
Providing technical and sales support to existing customers.
Preparation of regular reports and sales forecasts for management.
Identifying opportunities for product promotion and marketing support.

Novum Global, a.s

Account Manager and Industrial Project Designer

2018 - 2023

Specialization in consultancy and solutions for industrial weighing.
Responsibility for representing the RAVAS brand on the Czech market.
Design and delivery of mobile weighing solutions (pallet trucks, forklifts).

Aira GROUP

Account Manager and Marketing Project Designer

2017-2018

PClient consultancy and identification of opportunities in online marketing.
Coordination of internal teams (SEO, PPC, copywriting, developers).

Sabris

Sales and Marketing Specialist and junior projekt consultatnt

2016 - 2017

Data analysis and reporting from Google Analytics.
Creation of marketing campaigns, promotional materials, and event organization.
Outsourcing, on-site data analysis, subsequent reporting, and team workload distribution.

HyperMedia, a.s

Account Manager and Marketing Consultant

2015 - 2017

Visit my website, where my AI avatar will be happy to speak with you.
www.borekkulhanek.com