



RAM DUŠIĆ HREN M.SC.

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My motivation

To see the world from different perspectives - science, business, social, spiritual. To see where those perspectives meet. To strive for balance. And to find best ways to add value.

My values

- F**airness: Considering all the impacts of business on society and environment, instead of being blinded by short-term selfish gains.
- U**niqueness: Having the courage to challenge assumptions, to be authentic and to break out of the mental prison of society's norms and rules.
- N**o bullshit: Truth is the most feared weapon in our world. Transparency and honesty in business communications are the best forms of marketing.

Those values spell FUN - the key element of fulfilling life and sustainable business.

EDUCATION

July 2017

Faculty of Mathematics and Physics, University of Ljubljana
Master's Degree in Condensed Matter Physics

PROFESSIONAL EXPERIENCE

April 2016 - Present

IBM Slovenia

Solution IT Architect, IBM Q (Quantum Computing) Ambassador

- Expertise in IBM Cloud, Data Science and Quantum Computing
- 3 weeks spent in IBM Research headquarters in Yorktown Heights
- Business Partner network development, technical enablements

Analytics Technical Sales - Central and Southeastern Europe

- Expertise in Prescriptive Analytics (Optimisation)
- Technically supporting sales opportunities and assisting in deployment
- Completed IBM Global Sales School

September 2015 - December 2015

Pel3o

Chief Technical Officer

- Enrolled in Startupbootcamp HighTechXL start-up accelerator
- Experience with 3D printing technology and investor pitching

January 2013 - August 2015

Jožef Stefan Institute - Condensed Matter Physics department

Student researcher in a scanning tunnelling microscopy group

- Master's thesis in simulating quasicrystal lattice structure and diffraction
- Theoretical and experimental research in surface physics and superconductivity

2011 - 2015

Team Building Academy

Occasional coworker on team building programs

- Team building and leadership skills

2008 - 2012

Elaphe Ltd.

Student coworker

- Programming computer simulations
- Development and testing of electric motors for electric vehicles

**OTHER SKILLS AND
COMPETENCES**

Languages

Slovenian, Serbian: Native fluency

English, Croatian: Excellent

Spanish: Intermediate

Communication

- **Public speaking:** Experienced with large conferences as well as smaller presentations on a weekly basis
- Attended and facilitated multiple public speaking trainings
- I am fortunate to live with a communication and public speaking coach

Programming

- Wolfram Mathematica, HTML, CSS, Javascript, Python, MATLAB

Voluntary work

- IBM Ambassadors of social responsibility
- Scouts

**PERSONAL
INTERESTS**

- **Reading and learning:** I love a broad spectrum of literature - science, economics, spirituality, business, novels...
- **Sports:** skydiving, scuba-diving, wave surfing, skateboarding, skiing
- **Music:** guitar player in a rock band
- **Personal growth:** healthy lifestyle, meditation, work-life balance