

Matej Težak

Smrjene, 1291 Škofljica | 0038651373639 | matejtez@gmail.com
<https://www.linkedin.com/in/matej-te%C5%BEak-30275960/>

Manager | Business Development Lead

Professional Profile

A proactive, driven and results driven Sales Manager and Business Development Lead with 16 years experience in commercial B2B sales environments. Demonstrates strong negotiation skills and influence at all levels, including relationship building with key decision makers of major international organizations. Successful in business management as a Director, with the ability to build and manage high performing teams, drive development strategies and significantly increase revenue. Continually focused on achieving objectives and targets through networking events, new business development projects and innovative sales and marketing campaigns.

Key Skills

- Business Development
- International Sales
- Sales Management
- Team Building
- Events Planning
- Team Cooperation
- Business Management
- Relationship Building
- Sales Negotiations
- Events Management
- B2B Sales Campaigns
- Project Management

Career Summary

Matej Težak s.p.

Business development agency

(Okt 2018 - present)

All you need for business development outsourcing and new business generation – we present no-nonsense strategies to win new business + get in front of the right people. OUR SERVICES Specialising in business introductions, project launches, lead generation campaigns, sales appointment setting, LinkedIn marketing and bespoke solutions. We equip individuals and businesses with the tools needed to supercharge their sales. We help our clients focus on the day to day running of their business, whilst we take on all the important tasks to generate leads and close new business. We cover all aspects of sales strategy and business development consultancy. With our help you will optimize your business development processes, and fuel growth that still keeps excellent customer experiences central. We drive transformation and build pipelines to scale your business, by bringing together the capabilities needed to help you grow. Standing out from the crowd, we are forward thinking and straight-talking. Driven by a genuine enthusiasm for delivering results that make a difference.

Co-owner Zero Waste Pallets

(Nov 2019 - present)

ZWP are the best sustainable and circular economy product available on the market. They are made out of 100% recycled residual plastic waste, that would usually end up on the landfill or in incineration. They have proven 74% lower negative impact on the environment in the whole life cycle in comparison to a wooden pallet, based on LCA study. Our main markets are Slovenia, Croatia, Serbia and Bosnia.

Business development manager- CVS Mobile d.d.

(Jan 2020 – Sept 2021)

CVS Mobile is one of the leading vehicle telematics providers in the central Eu. They have operations in more than 15 Eu countries worldwide. Their specialty is the production and development of their own hardware and software solutions for the vehicle telematics systems. There are not many companies out there that are able to do so. That is why they can offer you all in one solution for your problems connected to your car park.

They have more than 2.100 customers worldwide, more than 130 employees and their references are companies like Nomago, F.lli Di Martino, Chiarcosso, Super Beton, Spar, Waberer's, Hofer, National police force and National Post office...

My responsibilities as business development manager were leading the team of 5 people and to develop new business specially in DACH, UK, BENELUX, Scandinavia, PL.

- Defining and executing sales and marketing strategies to generate new business opportunities and increase the customer base
- Building, developing and maintaining strong relationships with clients in the advertising, printing, construction and industrial industries
- Coordinating and attending trade shows for networking and relationship building with both clients and partners in the industry

Key achievements:

In this period of time I managed to start the discussions and negotiations with following new customers that have used other telematic providers before:

- Lithuanian company with 8.000 trucks and 7.800 trailers
- German company with 5.000 trucks and 7.000 trailers
- Holland company with total of 113.000 assets fleet of which 75.000 trailers
- German company that is one of the leading spare parts distributor in EU for the trucking industry
- German company that is manufacturing patented fuel additive for lower CO2 emissions and fuel consumption.

To name just few of them. In August 2021 the CVS Mobile was bought by Polish company named Inelo. Now combined they have around 68.000 vehicles connected. With some partial positive closing of the new generated leads the new generated business would represent more than 10% of connections.

Managing Director -TUPLEX d.o.o.

(Oct 2018 - Dec 2019)

Tuplex d.o.o. Is part of Tuplex Group. The company is one of the leading distribution companies for plastics in Central EU, with annual sales of appx. 150 Milion Eur and appx 400 employees with distribution companies in Poland, Russia, Bolgaria, Romunia, Czech, Hungaria, Croatia, Serbia and Slovenia. The company represent suppliers which are most reputable manufacturers, including Alcoa, Altuglas, Avery, Basf, Bayer, Ferrari, Sabcic and 3M. The products are sold in three major industries: advertising/printing, construction and industrial applications.

- Strategically directing all areas of operations with a focus on sales management, marketing and product business development
- Defining and executing sales and marketing strategies to generate new business opportunities and increase the customer base
- Building, developing and maintaining strong relationships with clients in the advertising, printing, construction and industrial industries
- Coordinating and attending trade shows for networking and relationship building with both clients and partners in the industry

Key achievements:

- Successfully opened new operations in Slovenia
 - Managing 900 sqm of warehouse
 - Successful introduction of the company on the market to mayor key account companies
 - Slow but regular month to month growth of sales and number of customers
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**Area Sales Manager – Savatech D.O.O.
2018)**

(Nov 2017 – Sept 2018)

- Defined and implemented sales strategies to position the company brand at the forefront of the conveyor belt industry and rival competitors

- Developed and rolled out innovative sales processes across the sales team to drive sales and achieve annual revenue targets
- Monitored sales volume to meet the demands of customers and maintained strong partnerships to improve sales results
- Negotiated directly with customers and global business partners to secure beneficial agreements and subsequent draft all contracts

Key achievements:

- Achieved annual revenue target of 10% in global sales valued at approximately €2.7m including USA, Canada, Mexico, Russia, Turkey, Iran, Middle East, Australia, UK and Ireland.
 - Developed new sales channels across South American markets
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Managing director - SAVATECH TRADE LONDON

Nov 2015 – Oct 2017

Savatech Trade is part of Trelleborg Group, a world leader in engineered polymer solutions for various industry sectors, and a subsidiary of Savatech D.O.O. specialists in manufacturing industrial rubber and medical products.

- Strategically directing all areas of operations with a focus on sales management, marketing and product business development
- Defining and executing sales and marketing strategies to generate new business opportunities and increase the customer base
- Building, developing and maintaining strong relationships with clients in the aerospace, car, mining, printing and fire/rescue industries
- Coordinating and attending trade shows for networking and relationship building with both clients and partners in the industry

Key achievements:

- Successfully building and developing the business as part of a wider global corporation, resulting in approximately €3bn in overall sales
 - Securing new business and client accounts in the UK and IE to increase sales turnover, currently exceeding €2m
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Area Sales Manager – Savatech D.O.O. (Sep 2008 – Nov 2015)

- Defined and implemented sales strategies to position the company brand at the forefront of the industry and rival competitors
- Developed and rolled out innovative sales processes across the sales team to drive sales and achieve annual revenue targets
- Monitored sales volume to meet the demands of customers and maintained strong partnerships to improve sales results
- Negotiated directly with customers and global business partners to secure beneficial agreements and subsequent draft all contracts

Key achievements:

- Achieved annual revenue target of 30% in global sales valued at approximately €3.5m including Australia, South America, Middle East and India
 - Developed new sales channels across numerous EU markets including Germany, Switzerland, Austria, Russia and Scandinavia
 - Coordinated networking events with international participation at Ipex 2010 and Drupa 2012, one of the largest fairs in the print industry
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MATT INTERNATIONAL

May 2005 – Nov 2015

Established Matt International to provide consultancy to clients on both sports nutrition and direct sales of food supplements for health & wellbeing.

Proprietor / Business Development

- Built the company from a standing start and created strategies to drive the business forward to ongoing revenue success
- Developed and maintained a dedicated customer base proactive business development, marketing campaigns and sales drives
- Advised clients on sports nutrition and created bespoke programmes based on individual objectives and goals in the sporting area
- Continually maintained up to date knowledge of nutritional products and food supplements to provide expert advice and guidance
- Secured strong relationships with companies to define and execute sports animation programs designed for team building and morale boosting

Earlier experience:

Tennis Club Olimpija – Head Coach
Club Arrol Tennis Club – Head Coach

Jun 2006 – Aug 2008
May 2002 – May 2006

Professional Development

IEDC Bled School of Management **2012**

Finance for Non-Financial Managers

Modules: Sales Mix; Cost Allocation; Profit Making; Investments; Management Control; Budgeting; Accounting Reports; Financial Statements

Savatech D.O.O. **2011**

Communication Skills in the Sales Process

Education

University Ljubljana / Faculty for Sports Science **1995 – 2005**

Master's Degree (Bologna System) Sports Training – Tennis

II. Gymnasium Maribor **1995 – 1998**

Graduated

IT Skills

- Microsoft Office, SAP and social media channels, ICenter,
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Additional Information

Languages: English (C2/C1), German (C2/C1), Slovenian (native), Spanish (beginner).

Interests: Running, inline skating and playing tennis.

References are available on request