

Grzegorz Gofryk



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Skills

- Preparing and conducting presentations
- Trade negotiations
- Building relationships
- Loyalty programs
- Events organizing
- Producing of catalogues
- Computer Advanced
- MS Office Advanced
- Graphics software (Photoshop, Illustrator and CorelDraw)
- Video editing (Corel Video Studio)
- DTP (InDesign) and GIS (MapInfo Professional)
- HTML knowledge
- Designing websites
- Social Media

Languages

- English B2
- Russian A1

Education

1993 – 1998
Lublin University of Technology
Department of Building and Sanitary Engineering
Faculty: Construction and engineering

1988 - 1993
Technical Building High School in Stalowa Wola

I have 20 years of experience in various trading companies of different sectors, including 15 years of experience in product marketing. I specialize in supporting sales and building lasting relationships with contractors. I analyze and optimize processes and I keep the highest quality of work. I am a responsible and a loyal employee. I want to develop my core skills and broaden my knowledge of sales support, image building and brand awareness.

Professional experience

1. Profix sp. z o.o., Warszawa – One of the leaders of tools and power tools in the Polish market. Brand owners PROLINE, TRYTON, LAHTI PRO, VULCAN.

2018.11 – 2021.06 **Coordinator of development of patron shops program**

2. ETANCO before acquisition **Gunnebo Fastening** – European leader of design, production and distribution of fixing systems. The Group consists of brands like: ETANCO, Friulsider, Plastiform's, BOL Fixations, IT-FIX.

2018.01 – 2018.10 **Marketing Manager**

3. ONICO Warszawa – Volleyball Sport Club. The team plays in Torwar Hall. Presently Verva Warszawa

2017.11 – 2018.02 **Freelancer**

4. ORIGIN Polska – Sister enterprise of Canadian company Origin Active Lifestyle Communities - the market leader of geriatric services.

2017.10 – 2018.04 **Freelancer**

5. Stanley Black & Decker - The largest tool manufacturer in the world (Fortune 500) and owner of tool brands: Stanley, Fatmax, Black+Decker, DeWalt, Facom, Expert, Bostitch, Irwin, Porter-Cable, Usag, Mac Tools, Pastorino, Lenox, Craftsman, Lista, Vidmar, Proto.

2015.04 – 2017.12 **CEE Marketing Communication Manager**

2007.11 – 2015.03 **Trade Marketing Specialist STANLEY**

6. Profix sp. z o.o., Warszawa – One of the leaders of tools and power tools in the Polish market. Brand owners PROLINE, TRYTON, LAHTI PRO, VULCAN.

2004.01 – 2007.10 **Analytics and Marketing in Sales Department / Webmaster**

2002.05 – 2003.12 **Sales Representative in Purchasing Department**

7. Aluglass Group S.A., Warszawa - The company dealing with the assembly of facades and aluminum-glass, as well as the full range of general construction works with special emphasis on high-quality finishing works.

2001.08 – 2001.11 **Contract Specialist Assistant to the Deputy Technical Director for Construction**

8. SNAKES s.c., Nowy Sącz – Deceuninck windows and doors manufacturer and Spectral aluminum products.

2000.07 – 2001.07 **Sales Representative/Designer**

9. "Metalplast-Bielsko" previously INTERBELL S.A., Lublin - Manufacturer, distributor and owner of the Spectral brand - Aluminum window and door profiles and F50 facade aluminum profiles. Manufacturer of PVC and aluminum windows and doors. Then incorporated into **Grupa Kęty S.A.**

2000.03 – 2000.06 **Demand planner and Strategic Supply**

1999.06 – 2000.02 **IT Specialist**

1999.05 – 1999.06 **Export Specialist and Demand Planner**

1999.04 – 1999.05 **Representative for valuation and sales of profiles**

10. P.W. Damar - Komputery, Lublin – Computer systems fixing. Sale of computer sets and cash registers.

1998.04 – 1999.03 **Sales Representative in Computer Showrom IT service team leader**