



Bc. VERONIKA POLLÁKOVÁ

Sales Representative

Sales Representative with experience in B2B sales, strategic partnership management and business development. Experienced in managing portfolios of key clients, negotiating commercial agreements and building long-term business relationships with national retail chains. Results-oriented professional with strong communication, organizational and problem-solving skills, currently preparing to return to the workforce after parental leave.



CONTACT



+420 777 402 101



pollakova.veronika23@gmail.com



Prague, Czech Republic



CAREER HIGHLIGHTS

- ✓ Expanded the Z-BOX partner network by 90+ new locations within three months.
- ✓ Managed key accounts of major retail partners across the Czech Republic.
- ✓ Built and maintained long-term strategic partnerships resulting in successful cooperation.
- ✓ Gained international business experience through top-ranked internship program in the USA.



INTERESTS

- Sport
- Traveling
- Reading
- Self-development



EDUCATION

University of Finance and Administration, a.s. Prague

Marketing Communication

2016 – 2021

High school Gymnázium Velká Okružná, Žilina

2010/2011 Completed a one-year study in the USA

2008 – 2012



WORK EXPERIENCE

PARENTAL LEAVE

05/2023 – Present

- Currently on parental leave while maintaining interest in business development and sales.
- Actively preparing for return to a full-time professional role.

Zásilkovna / Key Account Manager

10/2022 – 01/2023

- Managed portfolio of key retail partners including Tesco, Lidl, Billa, Penny Market, Globus, Hruška and others.
- Expanded the Z-BOX partner network by more than 90 new locations within three months.
- Negotiated commercial terms and maintained long-term strategic partnerships.
- Coordinated implementation of new partner locations and ensured successful launch.

AMI Praha a.s. // Bid Specialist / Account Manager

09/2019 – 06/2020

- Managed portfolio of corporate and public sector clients including Peugeot, Citroën, Opel, Emil Frey, Czechinvest, C-IN, Česká obchodní inspekce, Weidmüller and others.
- Prepared proposals and tenders, negotiated terms and built long-term business relationships.

Southwestern Advantage, USA // Organizational Manager / Leader

Summer 2016, 2016, 2017

- Completed a business internship in the USA focused on D2D (Door to door sales) and leading my own sales organization.
- Ranked by FORBES in 2010 as one of the best business internships for students in the world.



SKILLS

- B2B Sales
- Business Development
- Negotiation
- CRM: Monday, Slack
- Microsoft Office (Excel, PowerPoint, Word)
- Teamwork & Collaboration



CERTIFICATIONS

- Southwestern Advantage in the USA – 3x completion of 100 hours training with a focus on D2D sales and leadership.
- Yin Yoga teacher training and therapy – completion of 200 hours training and obtaining certificates.



ADDITIONAL INFORMATION

LANGUAGE SKILLS

English – advanced level

DRIVING LICENCE

Category B