



Mag. Jaroslava Bilek

SDR Team Lead / Outbound Sales / Pipeline Generation / HR Specialist / Sales recruiter / B2B SaaS

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PROFILE

Experienced SDR Team Lead responsible for building, leading, and developing a team of SDRs. Proven track record in hiring and onboarding talent, setting up effective outbound processes, and consistently delivering pipeline and revenue results through structured coaching and performance management.

SKILLS

- Excellent communication, organizational, collaboration and analytical skills
- passionate in a systematic work approach
- ability to work independently and take initiative
- Strong attention to detail within a structured and reliable approach to work, focused on goals, performance, and results.
- Proven ability to organize, motivate and adapt in diverse and challenging situations
- Good knowledge of human resources processes and employment law

EDUCATION

Master of Law (Mag.)

Charles University, Prague

LANGUAGES

Czech (native), English (negotiation-level fluency), German (basic), Italian (basic)

PROFESSIONAL EXPERIENCE

SDR Team lead

Dishboard s.r.o. | 2025 – 2026 (April)

Coffee Shop Owner

Neighbor Coffee Vienna | 2020 – 2024

Resided in Sri Lanka and Singapore

Sri Lanka & Singapore | 2010 – 2019

- Enhancing my intercultural communication skills and global perspective

HR Specialist

Czech Airlines, Prague | 2007 – 2010

- Managed full-cycle recruitment, from sourcing to interviewing
- Coordinated flight crew assessments
- Creation of job ads on internal and external platforms
- Conducted phone and in-person interviews
- Partnered with managers to execute recruitment plans

Legal Assistant

JUDr. Kratochvilova Law Firm, Prague | 2006 – 2007

- Provided support and assistance to lawyers

Financial Advisor

OVB Allfinance, Prague | 2005 – 2006

- creating strategies to achieve client's financial goals
- Coached new team members

Call Center Representative

Mediatel, Prague | 2005

- Telephone sales and customer support