



ONDŘEJ TICHÝ

PURCHASING / SALES / PM



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Brno, CZ

EDUCATION

Ing.

Business management and administration

Faculty of economics and business administration, MUNI, Brno, 2021

SKILLS

WORK-RELATED

- Negotiation
- Flexibility
- Focus on detail
- Project Management
- Purchasing / Sales

LANGUAGES

- English - C1
- French - B1
- German - A2

OTHER

- Driver's licence - B
- MS Office experienced user
- Jira, Confluence

QUICK INTRO

For almost 20 years I've been driving sales, purchasing and projects. This enables me to maximize both cost and process efficiency. Experiences with negotiations both with external and internal stakeholders, project management of various complexities, time spans, or sense for detail help me to achieve given targets and often deliver even more. All of this when maintaining a positive attitude and good spirit. By my experience I know that positive approach eases the deliver of difficult projects, short deadlines and other challenges which (not only the work) life can bring.

WORK EXPERIENCE

Fintech Specialist

September 2020 - present

Kiwi.com / Brno, CZ

In Kiwi I utilize all the previous sales and project management experiences in the purchasing of strategic products from the innovative area of FinTech.

- Supplier's negotiations:
 - Successful supplier portfolio management sourced from both international FinTechs and the biggest banking sector partners.
- Successful commercial deals negotiation:
 - Focus on long-term sustainable relationships beneficial for both sides.
- Project management of new product / product features implementation (Jira).
- Financial analysis of product portfolio performance:
 - Heavy data driven analysis of product portfolio, suppliers performance and other aspects to ensure the most profitable setup of the product mix.
- Challenges we needed to overcome:
 - 2021 post-pandemic opening of the market which required extensive cooperation with both internal and external stakeholders to ensure the product stays resilient.
 - 2022 and 2023 were connected to an unprecedented growth of the usage of our product, connected to heavy increase in volumes and data. Development and improvement of processes in the team and with stakeholders together with renegotiation of contracts to deliver exceptional results.

Key Account / Project Manager

July 2018 - August 2020

Authentica / Brno, CZ

I took care of incumbent costumers from FMCG companies, agencies and other retailers as well as helped to deliver the targets through successful acquisition.

- Wide variety of project types all across CZ and SK region and selected international deliveries.
- Focus on financial outputs of projects, time-management and quality control of products.
- Negotiations and cooperation with procurement departments.
- Successful attendance and delivery of national and international RfPs.
- 2019 accomplished with 132 % result when compared to the ambitious targets.

HOBBIES

- Family
- Education
- Culture
- Books
- Technologies

Key Account / Project Manager

Březen 2016 - Červen 2018

Moravia Propag / Brno, CZ

Came to Moravia Propag to get to know new market, new costumers, new types of negotiations. And I was right. I got to deal with representatives of procurement departments and top managers of the biggest FMCG companies in the world.

- Project management of various projects across EU and outside (FR, BeNeLux, AM, GE, AZ, TM, KZ, TJ, KG):
 - Development and production of both standardized and tailor made items for promotion of brands on point of sales.
 - Focus on financial outputs of projects, time-management and quality control of products.
- Negotiation with companies as like Coca Cola, McDonalds, Grolsch, Heineken
- Successful RfP attendance and delivery.
- Pricing process redesign to make it more effective.
- 2016 delivered over 130 % of the target.
- 2017 with revised more ambitious targets delivered 115 % of the new target.
- 2018 trajectory to deliver 105 % at the time of my leave.

Area Sales Manager CZ&SK

May 2014 - August 2015

Lantmannen Doggy AB / Vargarda, SE

I was responsible to develop a Bozita brand on the Czech market for the Latmannen company. The promising development has been stopped by restructuring before the pet-food part of the company has been sold.

- Sales representatives training.
- Client portfolio development.
- Brand building including marketing.
- International fairs attendance and presentation.
- Stock keeping optimization including preparation of tools to better monitor the stock levels and minimize out of stock incidents.
- 2014 ended up with delivering 122 % thanks to above written.
- 2015 trajectory to deliver 108 % at the time of my leave.

Sales Representative - Southern Moravia

December 2010 - May 2014

Royan Canin CZ&SK, Praha, CZ

Royal Canin has decided to change the distribution model in CZ and for this purpose has employed new sales representatives to build a completely new sales team. Being present on the market with active sales reps as we were It has enable the company to grow massively. Only in my region I was able to double the turnover in three year and increase the brand visibility massively.

- Client portfolio management and development.
- Regional turnover doubled in three year span and massive brand presence in stores and on them.
- Presenting the brand on both fairs and shop / terrain presentations.

That's not the end of my CV. I have more extensive work history which can be found on my dedicated website. Also with an increased detail: cv.ondrejtechy.cz.