

OBJECTIVE

Professional executive with extensive qualifications seeking a University teaching position in Humanities or Business

SUMMARY

International success in both business/commerce and academia. Proven record of success in startup, turn around and new business development. Original member of Task Force Team for SKODA Auto. Expert problem solver who worked with a Zepter International, a Soros Foundation, AAA AUTO and Radio Free Europe. Recognized for the ability to turn a retail loss into multi-site profit maker. Excellent organizer and communicator, both oral and verbal, possessing conversational Czech. Expertise in dealing with the Press and establishing formal and informal contacts with press, government and the United Nations.

CAREER HIGHLIGHTS

- Managed and trained a sales staff of 100, driving yearly sales from 8.000 units to 40.000 units and increased total annual revenue from 3 billion kc to 70 billion kc in 3 years. Rewrote entire sales and training module. Then, reorganized and streamlined entire operations system of 35 sites, reducing costs by 50% while income more than doubled while overseeing staff of 1700.
- Implemented entire world wide network and distribution strategy for Skoda Auto (VW Group). Wrote business plans and Business Cases for European and Asian Markets
- General Manager and jednatel of 4 International businesses (CR and SK markets). Drew up entire PR/Marketing campaign and implementation of two new Marketing Plans and pricing structures. Rewrote entire training program, improved efficiency in operations system, brought new recruiting system and eliminated Zepter from the Smejdi campaign
- Founded and established a transportation business. Hands-on involvement in day-to-day operations with a volume of \$4 million dollars with excellent Return of Investment. Company has two multi-site clients and acts as distribution center.
- Originated and spearheaded computerized systems in stocking/supply analysis and cash receipts for \$16K per day Disney business.
- Reorganized and streamlined entire administration for Soros Foundation. Saved \$440K from \$7.5 million dollar budget by negotiating new bank and real estate seals, and reworking entire financial program. Prevented political embarrassment by identifying and rectifying improper procedures of international law.
- Turned around a \$266K single site retail loss into multi-site \$500K profit within two years. Retrained sales and management staff, reorganized delivery and warehousing, selected new vendors, and designed new advertising campaign. As a result of restructuring, company presently consists of 15 shops with total revenue of \$19 million. .
- Created entire social science department in East Europe's first private college. Designed curriculum, hired entire staff (administration and professors), managed daily operations, and instituted policies and procedures for state accreditation. Negotiated and managed Prague Model United Nations for Radio Free Europe. Secured Czech Press Agency coverage.
- Established formal government contacts and designed Czech Republic's first undergraduate intern program for Foreign and Defense Ministries. Served as liaison to Ministry of Education during accreditation procedure.
- Wrote and interviewed two documentaries for CT24 program called FOKUS24. Made one film on Turkey and the EU, and a second film on Euro Terrorism (which earned the highest ratings ever recorded for that program)

PROFESSIONAL EXPERIENCE

ZEPTEK INTERNATIONAL AND ZEPTEK FINANCE General Manager Jednatel/Konatel CR and SK	2014 - Present
BUSINESS LICENSE: MANAGEMENT CONSULTING SKODA (VW Group) Auto, AAA Auto, Top Hotel, Expats.cz, Ideforum, UNVA, Loomis, Cramo, UNYP	2006 – 2013
AAA AUTO A.S., Praha, Czech Republic Sales Manager/Group Operations Director/Group Marketing Director	1999 – 2006
SPORTS AUTHORITY, Alexandria, VA Sales Manager	1998
SEEKAY DISTRIBUTION, Los Angeles, CA Owner/General Manager	1996 – 1997
OPEN MEDIA RESEARCH INSTITUTE, Praha, Czech Republic Acting Business Manager	Summer 1996
PEDAGOGICAL INSTITUTE, Praha, Czech Republic Dean, Social Sciences Department	1993 – 1996
SIESTA CO. INC., dba Duxiana Los Angeles, CA Sales and Operations Manager	1987 – 1993

EDUCATION

MA, International Affairs, THE GEORGE WASHINGTON UNIVERSITY, 1990
BA, History and BA, Political Science, CALIFORNIA STATE UNIVERSITY, 1987

UNIVERSITY LECTURER

Vysoka Skola Ekonomie/ESAC Summer 2010 – Spring 2012

Subjects Taught: Global Marketing and International Management

University of New York Prague Spring 2009 - Present

Subjects Taught: Advertising, Marketing, Management, HR and History

Vysoka Skola Financni a Spravni Spring 2010 – Present

Subjects Taught: MBA program Marketing, PR, Organizational Communications and HR

Vysoka Skola Ekonomie a Management – Winter 2009 – Present

Erasmus Subjects Taught: Advertising, Human Resources and Public Relations

University Northern Virginia, Praha Campus Fall 2005 – Spring 2011

Subjects Taught: Marketing, Pol Science, History, Sales and Negotiations, HR, Management and Business Ethics

Anglo-American College Spring 2000 – Fall 2004

Subjects Taught: Political Science and History