

DEJAN MARINKOVIC

LEADERSHIP

General Manager, HR Manager, Sales Manager, Marketing Manager, Company Dejan Export Import, Serbia 1993 –2010

- He has dealt with all aspects of strategy and making key decisions in the Company, He managed Human Resources, operational, organizational, creative and educational, He trained and led employees in retail outlets, He managed Marketing team, operational, organizational, creative and educational

President, NGO DEAZ, Serbia 2010 –2013

- Guided the NGO in all aspects of its actions, frameworks and activities

Document Management Specialist, DynCorp International, Afghanistan 2012 –2012

- He led and supervised the administrative and logistic team at data entry

Director of Marketing and Sales, Acon Estate, Bosnia and Herzegovina 11/2017 – 05/2018

- He managed Sales and Marketing team, operational, organizational, creative and educational, made annual strategic plans for sales, PR and marketing activities.

International Business Research and Development Manager, Capital Holding, Bosnia and Herzegovina 09/2019 – 11/2019

- He led and supervised all company's business activities, made annual strategic plans for sales, PR and marketing activities.

SKILLS & ABILITIES

Technical Skills

- Applications: MS Office including Word, Excel and PowerPoint
- Programs: WordPress, HTML
- Operating Systems: Windows 10

Additional Skills

- Enthusiastic, resourceful, communicative, flexible, professionally committed and responsible, adapt easily to new situations, successfully handle a wide range of functions using a combination of creative, organizational, and writing skills, ability to work in team, maintain focus in demanding work environments, under deadline and pressure conditions, Influencing key stakeholders, strong leadership, managing change, commercial insight, clear communication, provides financial advice and support to help the business systems make key decisions, organizational skills; planning skills; problem-solving skills; research skills; analytical skills; critical thinking skills; multi-tasking skills. As well as procurement skills, shipping and receiving skills, inventory management skills and distribution skills. Capable to manage large medium and small business systems. Business strategy aligns with the requirements and nature of business operators and market demands
- Driver license B category

EXPERIENCE

International Business Research and Development Manager, Capital Holding, Bosnia and Herzegovina 09/2019 – 11/2019

- He led and supervised all company's business activities, made annual strategic plans for sales, PR and marketing activities.

International Marketing and Business Consultant Freelancer 03/2013 – Present

- Internationally for business and NGO clients Managing NGO projects, Development of business projects, Development of PR projects, Development of marketing projects, Business consulting, Turning around performing businesses through change management, Defining and implementing go-to-market and broader business strategy, Re – energizing sales and marketing teams to grow revenue faster than market average, Leader and motivator of teams, and developer of people, Cultivator of long term client relationships.,

Customer center and voice of the consumer, Inclusive management approach, B2C, B2B2C, and B2B marketing and sales experience, Product development, e-commerce, m-commerce, on-line, digital marketing, social media, Activating and leveraging sports sponsorships (ICC cricket, football, Business transformation and change management, Pricing optimization and revenue maximization, Public speaking, Expertise in money transfer, remittances, P2P payments, consumer financial services, Financial inclusion, alleviation of poverty, Private Equity.

Director of Marketing and Sales 11/2017 – 05/2018, Acon Estate, Bosnia and Herzegovina 11/2017 – 05/2018

- Oversee all aspects of the asset management process of direct real estate property investments, Responsible for achieving annual operating income goals across the company General Account,, Company Core Property Fund, and institutional separate account relationships, Ensure appropriate communication and coordination of activity across all regional asset management directors and property type leads (e.g. hotels, retail, office, etc), Oversee financial and non-financial reporting standards; with IT on technology development, In conjunction with the acquisitions/ financing team, oversee property level sales and finance, Leverage significant operational expertise to drive income growth and value creation across all properties, Participate as a voting member of the Investment Committee, Resource management, Coordinate hiring and resource allocation with Regional Directors and senior, Ensure key asset management challenges are addressed proactively, focusing resources as needed, Together with Regional Directors, act as primary input into the performance development process and annual performance ratings for regional asset management teams, Best practices, operational excellence, & thought leadership, Drive consistent and high quality operational standards, Establish and enforce policies for purchasing and operating expense management, including property maintenance, energy usage, taxes, etc, Benchmark operating performance against key market standards and business plans, Represent company with key intermediaries, investors, competitors, and external partners as a thought leader in the industry, Ensure highest ethical standards in all of our dealings.

Cargo Document Specialist-Document Management Specialist 08/2012 –09/2012, DynCorp International national security and global government services provider in support of U.S. foreign policy objectivity delivering support solutions for defense, diplomacy, and international development. 3190 Fair view Park Drive, Suite 700 Falls Church, USA, service in Afghanistan –Kandahar

- Leads a team to assist with complex operations and administration for the Document Records

Ambassador 05/2011 –01/2019, DOBA Faculty of Economic and Social Studies, Maribor, Slovenia, EU

- Representing DOBA Faculty on the territory of Bosnia and Herzegovina

Project Manger 09/2010 –03/2013, NGO DAMI – Non Government Organization, Podgorica, Montenegro

- Worked on sets of projects, their writing, organization and implementation

PR Manger 09/2010 –03/2013, Foundation for education, science, culture and sport ISKRA ZNANJA, Sarajevo Bosnia and Herzegovina

- Worked on all segments of the public relations

President 05/2010 –03/2013, NGO DEAZ – Non Government Organization, Belgrade, Serbia

- Worked on sets of projects, their writing, organization and implementation

Business Developer & Brand Manager 09/2009 –09/2011 Company WEBTEH d.o.o. Zagreb, Croatia

- Presented WEBTEH business offers to interested business partners globally except on Croatian territory. Webteh provides e-commerce services banks, according to the system coordinated and approved by the PCI DSS (Data Security Standard).

General Manager, PR Manager, HR Manager, R&D Manager, Financial director, Sales Manager 09/1993 – 10/2010 Company Dejan Export –Import, Belgrade, Serbia

- Owner as well as general manager of company Dejan Export Import was in charge of developing women's footwear. Was in charge of running the company and making all strategic decisions related to its functioning and development. Took care of sales, purchases of material, technical preparation, quality control materials, control manufacturing of finished products, supporting documentation and the extent of accounting tasks, selecting models, choosing materials, business cooperation with suppliers, customers, manufacturers, negotiations with foreign partners, the realization of exports contracted work.

- Through twenty and seven years of various work experience and Public Relation management as well as education at the London School of Public Relations was accepted in business management, marketing, commercial, all segments of the public relations, management of business entities (analysis-strategy-plan-execution-evaluation-analysis). Also implemented project development in public relations to interested clients

- Has worked in the field of human resources. Had employed workers (permanent as well as temporary employees). Followed the development of employees, participated in their training for regular and specialized jobs. He encouraged employees to be innovative, and educated them new trends in business

- Permanent monitoring of new technologies, marketing trends (accepted and implemented). Created new ideas and introduced innovations in the business

- Performed all the tasks related to financial transactions in the Company such as payments to suppliers, collection of receivables, payment of salaries to employees, made decisions for new investments
 - Led the company's footwear retail facility
-

EDUCATION

DOBA Faculty of Economic and Social Studies Maribor, Slovenia, EU

- **Master of International Business, remained a final thesis, Expected, May 2021**

DOBA Faculty of Economic and Social Studies, Maribor, Slovenia, EU

- **Bachelor of Economics, department of business, Diploma, October 2010**

Teletrade, Inc. Spectrum Group International, Inc. 18061 Fitch Irvine, CA 92614 United States

- **Trader of the world financial markets, Certificate, August 2011**

London School of Public Relations, London, UK

- **PR Manager, Certificate, June 2009**

Higher Polytechnic School, Belgrade, Serbia

- **Major Engineer for leather technology, Diploma, July 1993**

Institute for Foreign Languages, Belgrade, Serbia

- **Senior level of English language, Certificate, June 1991**

Institute for Foreign Languages, Belgrade, Serbia

- **Starting level of Italian language, Certificate, January 1993**

Ministry of Higher Education, Cultural Center King Fahd and the Cultural Attaché in Sarajevo, Bosnia and Herzegovina

- **Arabic Alphabet, Certificate, December 2013**

Deployment center DynCorp International Theater Specific Individual Readiness Training (TSIRT), Dubai, UAE

- **Personnel Recovery/SERE, Anti-Terrorism Level 1 Training System, Suicide Prevention, HQDA Fraternization Policy, Combating Trafficking In Persons, Core Warrior Value Training, Law of War (LoW), OSHA Record keeping, Ground Guide, Safe Driving, Certificates, August 2012**

TeleTrade, Belgrade, Serbia

- **Finance and Financial Management Trader, Certificate, August, 2011**

Wiener Städtische Versicherung AG, Austria

- **Insurance Agent, Certificate, August 2015**

Google Analytics Academy, Amphitheatre Parkway in Mountain View, California, United States.

- **Google Analytics for beginners; Advanced Google Analytics; Google Analytics for Power Users; Getting Started With Google Analytics 360; Google Tag Manager Fundamentals; Introduction to Data Studio, Certificates, August 2020**
-

AWARDS AND HONORS

- The First Place in the category "Reuse" of EWWR (European Week For Waste Reduction) project "Make it new". For brilliant imagination, enthusiasm and great initiative on the road to resource – efficient Europe. April, 2014
-

LANGUAGES

- Native Serbian, Croatian and Bosnian
 - Fluent English
 - Business Italian
-

INTERESTS

- Plays guitar and sings
- Writes a poetry
- Sports parachutist