

PAVEL MARĐONOVIĆ

CV

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EDUCATION

University of Ljubljana, Faculty of Economics / Marketing (1996)

High School Poljane, Ljubljana (1990)

SUMMARY

Manager with extensive experience and proven success in sales, marketing, business development, management and company management. Strong in multicultural environment and different industries, B2B and B2C as well as in small local companies and large international groups

PROFESSIONAL EXPERIENCE

06/2019 – still **HOLCIM d.o.o. (ex LAFARGE CEMENT d.o.o.)**

- *Director, Member of the Executive Committee CE Cluster*
Responsible for the operational business of the company with the aim of achieving short-term results as well as strategic long-term goals

08/2009 – 05/2019 **SAINT-GOBAIN CONSTRUCTION PRODUCTS**

- *Managing Director*
Responsible for the operational business of the company with the aim of achieving short-term results as well as strategic long-term goals (50 employees; 2 production)

01/2015 – 12/2017 **SAINT-GOBAIN CONSTRUCTION PRODUCTS**

- *Business Development and Managing Director*
Responsible for the region Albania, Kosovo, Macedonia (30 employees; 1 production)

2010 – 2016 **SAINT-GOBAIN CONSTRUCTION PRODUCTS**

- *Business Development and Managing Director*
Responsible for Croatia (5 employees)

2012 – 2014 **SAINT-GOBAIN CONSTRUCTION PRODUCTS**

- Vice President of the company and shared service center for Serbia, Bosnia and Herzegovina, Montenegro (140 people)

01/2007 – 08/2009 **SAINT-GOBAIN WEBER, France**

- *Area Marketing director (SE Europe, Asia)*
Determining the appropriate sales and marketing strategy.
Establishing an appropriate sales and marketing organization.
Control over the implementation of the strategy and action plans.
Coaching of local sales and marketing teams.

Management and participation in global projects.
Market analysis / new potential markets and acquisition targets.
Control over adherence to group principles.

06/2001 – 01/2007 SAINT-GOBAIN WEBER

- *Managing Director*

Fully responsible for operational activities, with the aim of achieving short-term results and long-term strategic goals & determining short-term activities and long-term strategy. (4 - 25 employees).

12/2000 – 06/2001 SAINT-GOBAIN WEBER

- *Sales Manager*

10/1996 – 12/2000 LEK Pharmaceutical co.

- *Sales Manager (Asia)*

Work experience during studies

1996: **IMPORTADORA TOMBAMBA, Ekvador** (*marketing and sales*)

1993 - 1995: **RED BULL, Slovenia** (*merchandising*)

1991 - 1994: **STIMOROL, Slovenia** (*sales and merchandising*)

1991 - 1996: **AIESEC, Student organization** (*project organization*)

Others

2022 – still: **SLOVENIAN OLYMPIC COMMITTEE**

- *Member of the Executive Committee*

2021 – still: **SLOVENIAN CYCLING FEDERATION**

- *President*

2012 – still

- *Mentor and consultant to entrepreneurs*

2011 – still: **KARATE CLUB LJUBLJANA**

- *Member of the executive committee*

TRAININGS

Several trainings in the field of leadership and management, communication, marketing, finance, environment, health and safety at work, competition law.

KNOWLEDGE AND COMPETENCES

Foreign languages:

English - fluent spoken and written; everyday use (business and social)

Croatia - fluently spoken and written; weekly use (business and social)

Serbian - fluent spoken and written; weekly use (business and social)

German - very good spoken and basic written; monthly usage (social)

Spanish - good spoken, basic written; monthly usage (social)

French - basic spoken; monthly usage (social)

Albanian – basic spoken; monthly usage (social)

Professional competences:

Strong leadership and communication skills,

Strong negotiation and sales skills,

Customer orientation,

Understanding of all business areas in the company (finance, sales, procurement, marketing, production...)

Ability to operate in a rapidly changing environment,

The ability to set priorities and self-initiative, Skupinsko delo,

Ability to find solutions and solve problems,

Ability to function in a multicultural environment.

Computer skills:

Windows, MS Office (Word, Excel, Power Point), Internet, Outlook

Driving licence:

A, B category

PERSONAL DATA

Date and place of birth: 5.4.1971, Ljubljana

Citizenship. Slovenian

Personal characteristics:

Reliability, adaptability, creativity, persistence, practical outlook, communicativeness.

Hobbies and other interests:

Sports (cycling, karate, snowboarding, volleyball, swimming, running...)

Worldwide travelling

Theater, movies, books