



Mateusz Wiśniowski

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Region of residence:

Poland

Town:

58-420 Miszukowice

LANGUAGE

Native

Polish

Advanced

English

Advanced

German

Basic

Russian

SKILLS

Sales Management,
Business Development, B2B
Sales, B2C Sales, Key
Account Management, CRM,
Client Relationship
Management, Negotiations,
Revenue Growth, Sales
Strategy, KPI, Forecasting,
Lead Generation, Customer
Success, International
Clients, Cross-border Sales,
Team Leadership, Adobe
Photoshop, Canva,
Getresponse, Wordpress, Fb
Ads, Goggle Ads, Driving
license „B”, „C”.

I am a specialist with over 20 years of experience in B2B and B2C sales, working with individual clients, SMEs, international corporations, and public sector organizations. I specialize in sales development, customer relationship management (CRM), commercial negotiations, and building long-term business partnerships. I am adaptable, a fast learner, and able to quickly adjust to new projects.

Experience

Santander Bank Polska S.A. (Kamienna Góra)

- 01/2025 - Expert in high-net-worth client relations
- product consulting/conversion/sales
- KPI/NPS
- responsibility for a long-term professional relationships with affluent clients
- sale of investment products

Santander Bank Polska S.A. (Warszawa)

- 06/2024 - 12/2024 Remote Manager Select
- product consulting/conversion/sales
- KPI/NPS
- responsibility for a long-term professional relationships with affluent clients
- business development/negotiations
- sale of investment products

Santander Bank Polska S.A. (Poznań)

- 02/2022 - 05/2024 Customer relation expert
- product consulting/conversion/sales/winback
- business development/negotiations
- KPI/NPS
- client relationship management
- lead generation

ANG S.A (Poznań)

- 04/2020 - 01/2022 Financial broker (RPK 006178)
- factoring, restructuring,
- loans: cash, business and mortgage

Wielkopolska Grupa Prawnicza Kozłowski, Maźwa, Sendrowski i Wspólnicy sp.k. (Poznań)

- 03.2018 – 03.2020 Head of the sales department
- sales management/ CRM „e-publicznydoradca”
- client relationship management
- responsibility for recruitment and onboarding of new employees

Prudential Sp. z o.o. (Poznań)

- 01/2018 – 06/2019 Finance and insurance advisor
- 11/2016 – 12/2017 Team manager
- responsibility for recruitment and onboarding of new employees
- sale force development / team insurance

ING S.A. / Nationale-Nederlanden (Poznań)

- 05/2011 - 08/2016 Finance and insurance advisor
- product consulting/conversion/sales
- KPI/NPS
- client relationship management

EI Mondo Sp. z o.o. / Cigarette factory (Kraków)

- 08/2010 - 07/2016 Foreign Trade Manager
- business development/negotiations
- sales management

Praxis Sp. z o.o. / Cigarette factory (Kamienna Góra)

- 03/2008 - 08/2010 CEO
- 09/2006 - 02/2008 Regional Director
- 02/2006 - 08/2006 Sales manager
- 04/2005 - 01/2006 Sales expert

EDUCATION

10/2007 - 06/2009

Dolnośląska Szkoła Wyższa we Wrocławiu (University of Wrocław)

Social pedagogy with safety management
Master

10/2004 - 06/2007

Kolegium Karkonoskie w Jeleniej Górze

Care pedagogy with resocialization
Licentiate

09/1996 - 06/2000

Liceum Ogólnokształcące im. Alfreda Fiderkiewicza w Kamiennej Górze

computer science and econometrics
High school

COURSES, TRAINING, CERTIFICATES

12/2024 „**Financial Advisory Studies EFPA EIP II**” Warszawski Instytut Bankowości

10/2021 „**Delegating tasks and responsibilities**” DNA BIZNESU

10/2021 „**Self-management in change**” 4RESULTS

03/2021 „**Physical security of documentation and IT equipment**” Uniseco Sp. z o.o.

06/2020 „**Start to selling more**” Karol Froń

04/2020 „**Effective Online Telephone Sales Techniques**” Eurocreator T&C Sp. Zo.o.

02/2020 „**E-commerce and e-marketing: How to Operate Legally? Selected Legal Issues**” Dr Krystian Ziemiński Partners Kancelaria Prawna

ORGANIZATIONS, ACTIVITIES AND ASSOCIATIONS

09/2009 - 02/2022

Own business activity

Boker

07/2015 - presently

Member of the Housing Community Board „Osiedle Wiśniowe”

Representative/Mediator in court cases

12/2020 - 06/2024

Co-creator H2H Poznań

A community based on the values of sharing one's own potential

I hereby give consent for my personal data included in my application to be processed for the purposes of the recruitment process.

INTERESTS

Psychology, Marketing, E-marketing, Clienting, Social Media Marketing, New Technologies, AI, Financial Markets.