



Global Telco | Enterprise | Individual Contributor & Team Lead | Deals/Tenders €40k–€2M
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Entrepreneurial, strategic hunter. Hands-on sales and business development leader with a decade of full-cycle experience in the global telecom sector, spanning roaming solutions, signalling, VAS and security. Track record of building GTM strategies and strategic partnerships from scratch, generating €1M–€2M Opex/Capex revenue through enterprise deals, building a global pipeline and closing complex deals with Tier 1 and Tier 2 MNOs. Expert in full-cycle sales (outbound → RFP → MSA/contract negotiation → closing), market entry (0→1), and strategic partnerships (including the telco IPX ecosystem) globally.

- Largest signed contract: **€650k+**
- Deal size (ACV) / RFP value range: **€40k-€2M**
- Pipeline value: c. **€20M** (50-100 opportunities), globally (EU, MENA, APAC, LATAM)
- Clients acquired: **40+** Mobile Network Operators
- Client retention: **100%**
- Typical sales cycle: up to **24** months | Typical RFP process: up to **6 months**
- Partnerships: Coordinated daily with **12** sales and product professionals globally

05.2026 – PRESENT | Kraków, PL

- Developing independent commercial venture in home country; beyond telecom industry
- Designing AI-enabled workflows for sales prospecting, market intelligence, CRM and commercial execution
- Advancing expertise in telecommunications

Director of Sales & Business Development | Telco SECURITY, SIGNALLING, ROAMING – European Market Lead

- **Account Strategy & Upsell:** Conducted strategic portfolio mapping of European MNO accounts to unlock cross-sell and upsell opportunities
- **Pipeline Acceleration:** Built and qualified a strong initial 2026 enterprise pipeline to secure new recurring revenue streams in European target accounts

Director of Sales & Business Development | Telco ROAMING – Global strategy and activities

- Designed and executed GTM strategy for a roaming portfolio (Amplitiv brand), building international market presence from scratch
- Developed a 50-100 opportunity pipeline worth approximately €20M and built a cold-outreach engine engaging 200+ roaming managers
- Closed an €800K+ contract; managed signed deals from approximately €40K to €800K+ and competitive RFP/tender processes valued at up to €2M
- Won business with 40+ MNO customers across multiple continents, including two Tier-1 European operator groups through end-to-end competitive RFP processes (multi-OpCo deployments)
- Owned complex sales cycles of up to 24 months and formal RFP processes typically lasting up to 6 months, often against 5+ competitors
- Acquired a top global IPX provider as a strategic partner; originated joint opportunities and coordinated daily with product and a 10+ member global sales organization, including complex tenders
- Managed a lean multidisciplinary team spanning sales, BDR, marketing and specialist support, including hiring, coaching and performance management; reported directly to the GM / a Board member
- Built relationships from zero across the global MNO roaming, technology-vendor and industry-research ecosystem, helping place Amplitiv among the top global Steering of Roaming vendors in independent market reviews (ROCCO Research, Juniper Research and Kaleido Intelligence)

08.2016 – 12.2018 | AILLERON

International Marketing and Sales Manager | Telco VAS – Global activities

- Responsible for inbound and outbound activities to build Ailleron's international presence across a legacy telecom portfolio including Voicemail, Ringback Tones, Call Completion Suite, Video Platform, etc.
- Built international sales pipeline from scratch across target global markets
- Negotiated and opened new enterprise revenue opportunities, reporting directly to the BU Director and a Board member

2013 – 2014 | REACH LOCAL POLAND (Global Google Partner)

Sales Executive | Online marketing and campaigns

- Managed client acquisition and consulting activities for an international internet-marketing agency focused on the SMB market
- Co-designed and supervised online marketing campaigns for acquired clients

2002 – 2015 | WIV AG (Pieroth Poland)

Regional Sales Manager & Sales Pro

(One of the world's largest wine producers and distributors, serving private and business clients. No FMCG channel.)

- Managed teams of up to 17 sales professionals
- Delivered approximately 180% of average company performance
- Developed own commercial projects including events-based presentations and trainings for private and business clients

CORE EXPERTISE

- Enterprise Sales (Telco / Partnerships / SaaS)
- Strategic Business Development (0→1 market creation)
- Complex RFPs / Tenders
- GTM / Inbound / Outbound
- Pipeline & Global Accounts
- On-stage selling
- Forecasting & Budgeting

SALES TECHNOLOGY, AUTOMATION & AI

- **CRM & Sales Technology:** Salesforce, HubSpot, Pipedrive, Microsoft Dynamics, Linked Helper, Hunter.io, Snov.io, Apollo
- **AI & Automation:** ChatGPT, Gemini, Claude, Manus, n8n, Apify, Ortto (Autopilot) and other AI-based tools

EDUCATION & LANGUAGES

- Introduction to Public Relations (London School of PR, London, UK)
- Post-graduate: Business Management (Polish Open University, Poland)
- Master's degree in Economics / Public Relations (University of Economics, Krakow, Poland)
- English – professional proficiency | French – intermediate | German – basic | Polish – native

KEY PERSONAL TRAITS & INTERESTS

- Proactiveness and pro-client mindset
- Self-directed and self-motivated – highly goal-oriented
- Ability to work professionally in a multicultural and multinational environment
- Travelling | Food & Wine | Martial arts, Cycling & Squash | Design