

DEJAN MARINKOVIC

LEADERSHIP

General Manager, Company Dejan Export Import, Serbia 1993 –2010

- He has dealt with all aspects of strategy and making key decisions in the Company

HR Manager, Company Dejan Export Import, Serbia 1993 –2010

- He managed Human Resources, operational, organizational, creative and educational

Sales Manager, Company Dejan Export Import, Serbia 1993 –2010

- He trained and led employees in retail outlets.

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

SKILLS & ABILITIES

Technical Skills

- Applications: MS Office including Word, Excel and PowerPoint
- Operating Systems: Windows XP/NT

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 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 under 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

International Real Estate Company Asset management performance:

- 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

- Pursuant to Contract on business cooperation promoted the work and services of Webteh Company
- 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 seventeen 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 2020

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

You might want to include your GPA here and a brief summary of relevant coursework, awards, and honors.

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

LANGUAGE

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

INTERESTS

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