Jan Krejcik

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Profile

Full Stack Developer with a **background in account management and sales**. Graduated from Le Wagon intensive **Web Development bootcamp** and completed a couple of **personal and group projects** ⧉ . Looking forward to bringing a **client-centric** approach and **technical skills** to a dynamic team.

Skills

HTML, CSS, JavaScript, Ruby on Rails, Git, Github, PostgreSQL, Heroku, Figma

Salesforce, Microsoft 365

Education

Web Development, Le Wagon
10/2022 – 04/2023 | Online
- 6-month part-time intensive coding bootcamp
- Learned and used HTML, CSS, Bootstrap, JavaScript ES6, SQL, Git, GitHub, Heroku, and Ruby on Rails.

Projects
- DiceTo ⧉ - web app to make decisions faster
- Venue Finder - designed, implemented, and shipped to production a clone of Airbnb

Economic Teaching Methodology, University of Economics
2012 – 2016 | Prague, Czech
- Economics, accounting, pedagogy, psychology

Languages

Czech   English

Professional Experience

Renewals Specialist - Eastern Europe, Autodesk ⧉
02/2022 – present | Barcelona, Spain
- Collaborated with channel partners in Czech, Slovakia, Romania, Hungary, Serbia, and Croatia to drive top renewals forecast and execution of expansion opportunities in the territory
- Negotiated complex deals and closed large-scale, multi-year subscription contracts

Customer Success Specialist, Autodesk ⧉
08/2019 – 02/2022 | Barcelona, Spain
- Engaged with at-risk customers through the entire contract lifecycle to ensure successful onboarding, product usage, adoption, and renewal (116% - Diamond Club winner)
- Led full-cycle diverse projects aiming to improve corporate culture
  - Spain Autodesk Academy project co-lead, facilitated, and presented at 100+ attendees' events focused on self-development
  - Increased internal productivity through the adoption of Microsoft Teams by running 10+ workshops

Strategic Account Executive, Microsoft ⧉
08/2017 – 07/2019 | Dublin, Ireland
- Managed account planning process for a strategic customers portfolio resulting in an average 12% growth YoY
- Orchestrated cooperation between sales and technical teams to create a clear digital transformation vision for customers
- Built trustful relationships with C-level executives and EMEA partners by driving quarterly in-person meetings and providing support for new projects

Account Manager, Microsoft ⧉
08/2016 – 07/2017 | Prague, Czech Republic
- Oversaw approx. 600 public customers to drive targeted revenue growth, increased customer engagement by 25%
- Provided licensing and solutions advice for customer's projects with a focus on cloud technologies (Microsoft 365, Azure)

Sales Manager, Southwestern Advantage ⧉
06/2014 – 12/2015 | USA
- Recruited, trained, managed, and motivated salespeople for direct sales of educational products in the USA (books and
- Increased personal sales from 2014 to 2015 by 113 %

Certificates

LUMA Practitioner
Human-centered design methods

PRINCE2 Foundation
Project management