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# JAN STIGLITZ, MA

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Lives in Vienna  
E-Mail [jan.stiglitz@outlook.com](mailto:jan.stiglitz@outlook.com)  
LinkedIn [linkedin.com/in/jan-jindra-6a550157](https://www.linkedin.com/in/jan-jindra-6a550157)



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## Work Experience

- since 11.2022 **Managing Officer**  
Exposome Austria (ESFRI-EIRENE), University of Vienna
- **Project Management** for the Austrian Node of pan-European research infrastructure EIRENE
  - **Coordination and processing** the national and European R&I Calls
  - **Point of contact for** consortium partners and external stakeholders
- 09.2018-08.2022 **Global Business Development, Account & Project Management**  
Engineering Software Steyr GmbH (Steyr, Upper Austria)
- **Business Development & Sales (B2B, automotive)** of Computational Fluid Dynamic software (virtual prototyping)
  - **Introducing new products** to a wide range of **markets** (Europe, USA, Mexico, Brazil, Japan) and **industry fields** (automotive, mining, oil & gas, energy & environment)
  - **Key Account Management for major global OEMs** (Daimler, Honda of America, ŠKODA, TOGG); **stake-holder mgmt.** across departments (R&D, Testing/Validation, Marketing, Finance, Legal) incl. Product Mgmt. discussions as the ‘interface to the market/client’
  - **Point of contact** for Austrian promotion and funding authorities (WKO, FFG, AWS)
  - **Co-elaboration of applications and papers** for conferences, funding projects, tenders
- 02.2017-03.2018 **International Sales & Marketing**  
mquadr.at software engineering & consulting GmbH (Vienna)
- Responsible for **Sales & Marketing (B2B, ICT industry)** of Automated Customer Self-service solutions in the markets of CEE & SEE, Iberia & LATAM
  - **Product presentations** (online, on-site, at events) up to C-level at large ICT corporations in English, Spanish, Czech language
  - **Igniting enthusiasm for stakeholders from different ‘silos’** (both tech & non-tech) and individualization of presentation materials (adjusting pitches, hooks, arguments to fit the need of the vis-à-vis)
  - Initiating **marketing initiatives** - generating individualized material for key prospects

- 07.2014-06.2016 **Operations Coordinator for CEE**  
PAKi Pooling Partners GmbH (Ennepetal, Germany)
- SPOC for business and logistics activities in the CEE region of a service provider of the exchangeable load carrier management run across Europe (so-called pooling)
  - Tasks: individual planning and coordination of load carrier flows, purchase & sale
- 02.2013-07.2013 **Associate IT Service Desk Analyst**  
DHL IT Services (Prague, Czechia)
- Internal IT Support for DHL employees (countries: D, CH, CZ/SK)
  - incident identification, analysis & troubleshooting
- 07.2008-09.2008 **Customer Service Representative**  
CSA Services, Czech Airlines (Prague, Czechia)
- Customer Support for Czech Airlines provided in Czech, English and Spanish language

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## Internships & extracurricular activities

- 10.2014 **International Conference Forum 2000, Prague**  
assistant & guide to H.E. R. Cibrián-Uzal, EU ex-Ambassador to Israel and Czech Rep.
- 03.-06.2013 **Diplomatic Academy of the Czech Ministry of Foreign Affairs, Prague**  
successful candidate of 4-round selection process for a Diplomat-Junior position
- 07.-08.2012 **Intern at Embassy of the Czech Rep. in Chile, Santiago**  
administrative and research support, liaison work, media coverage
- 01.2012 **Published [article](#) in the Czech weekly newsmagazine RESPEKT**  
2-page analysis covering the student protest movement in Chile of 2011-2012
- 04.-07.2008 **Hotel Eden Playa, Illes Balears, Spain / Sports & Events Entertainment**
- 06.-09.2007 **Sun Valley Vacation Resort, USA / Work & Travel Programme**

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## Education

- 2010 - 2014 **Charles University in Prague / Institute of International Studies**  
Master's degree: German & Austrian Studies (graduated with excellence)
- 2011-2012 **Universidad de Chile, Santiago de Chile / Institute for Public Affairs**  
Inter-University exchange programme (research for Master thesis)
- 2006 - 2010 **Charles University in Prague / Institute of International Studies**  
Bachelor's degree: Area Studies
- 2009-2010 **Universidad de Deusto, Bilbao / Faculty of Social and Human Sciences**  
Erasmus exchange programme (research for Bachelor thesis)
- 2004-2006 **Anglo-Czech High School, České Budějovice**  
compulsory high school education (graduated with excellence)

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## Languages, IT & Others

Czech	Native	Office 365
Slovak	Bilingual Proficiency	Jira
English	C1 (CAE certificate)	Confluence
German	C1	Scrum
Spanish	C1	Kanban
		Dynamics CRM

Driving Licence    A, B (active driver)

Interests            Family, Politics, Running, XC-Skiing, Hiking, Drama, Film, Languages

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## References

**Ramiro Cibrián-Uzal**, former EU-Ambassador to Israel and Czechia    [ramiro.cibrian@gmail.com](mailto:ramiro.cibrian@gmail.com)

**Zdeněk Kubánek**, Czech Ambassador in Mexico, Internship Tutor    [zdenek\\_kubanek@mzv.cz](mailto:zdenek_kubanek@mzv.cz)

**Prof. Dr. Alireza Eslamian**, Former Supervisor at ESS GmbH    [alireza.eslamian@newnestechnology.at](mailto:alireza.eslamian@newnestechnology.at)

**Vazul Litkey**, Head of Sales & Marketing at mquadr.at GmbH    [vazul.litkey@kloos.at](mailto:vazul.litkey@kloos.at)

**Miroslav Kunštát**, PhD, Master thesis tutor, Charles University teacher    [miroslav.kunstat@post.cz](mailto:miroslav.kunstat@post.cz)