

VLADIMIR HAVRANEK

PROFESSIONAL EXPERIENCE:

Translator/Interpreter/Consultant

Self-employed (since 2004)

- Providing linguistic services in English-Czech language pair (all modes of interpreting incl. simultaneous, translations, transcreation), worked for a number of agencies. Focus on business, legal, ICT, technology, automotive, engineering, electronic manufacturing, construction, environment. Using CAT tool Across, MemSource Cloud, memoQ, SDLX.
- Providing services to foreign investors coming to the Czech Republic. External industrial advisor to EBRD, London. www.investor-service.com

Partner

Own company

- Engineering and construction start-ups. Assembled building-block housing and straw panel construction projects in Sub-Saharan Africa.

Business Development Manager

ATComputers/AutoCont

- Offering strategic electronic contract manufacturing services in Western Europe/USA, strategic marketing, marketing analysis, market research, website, fairs. New business for the largest Czech computer manufacturer/top IT distributor. Freelancer/contractor.

Country Manager Czech Rep./Slovakia

American Power Conversion Corp. (Prague, 8+ yrs)

- Develop/implement strategy to place APCC as the power protection (HW, SW) leader in the territory. Head of branch, revenue planning, cost control, hiring staff. Market analysis, tracking competition, giving presentations. Managing B2B sales through the channel and direct, RFQ processing, develop/implement mktg promo activities. Self-starter, ended up managing a team of eight. APC being a market share leader (50%) in the Czech Rep./Slovakia. Sales and service team built, major distributors closed. Now Schneider Electric. www.apc.cz

District Manager

APC Europe (Prague)

- Distribution sales manager CR/Slovakia for the global power protection manufacturer (then Nasdaq 100, rev. \$2bil.).

Strategic Planning Specialist

Nova hut, Ostrava (now ArcelorMittal Ostrava)

- Evaluating consultancies during company restructuring (Czech fortune account – metallurgy).

Project Manager

Nova hut

- Real-time mission-critical shipment project running on a minicomputer network. Analysis, HW, SW, staff training, implementation, operation, supervision.

Application Programmer and Analyst

NH Ostrava

- SW development on an IBM mainframe for various enterprise manufacturing/commercial applications.

EDUCATION:

Rochester Institute of Technology

MBA executive full-time study (1 year)

US Business School in Prague, English-only, www.usbsp.cz.

Top US faculty (key subjects: international macroeconomy, microeconomics, accounting, finance mgmt, investments, marketing mgmt, industrial relations, bus. conditions analysis, strategic mgmt, ethical issues)

Charles University, Prague

Post-graduate Course (professional English, 2 years)

Technical University, Ostrava

System Engineering (MaSc., 5 years)

OTHER INFORMATION:

Languages: Czech (native), English (excellent), French, Russian, Polish, Slovak (partial).

CONTACT:

Proskovicka 47, 70030 Ostrava 30, Czech Republic. GSM: +420 602 715 750. E-mail:

info@investor-service.com, vladhavranek@email.cz.