

22PERSONAL INFORMATION

Filip Jurišić



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Sex M | Date of birth 08/02/1983 | Nationality Croatian

WORK EXPERIENCE

06/2014 - present

**Head of business development and sales**

Maidea d.o.o., Slavenska avenija 22D, Zagreb, Croatia – [www.maidea.hr](http://www.maidea.hr)

- New product development
- Project management
- Sales and contact with key account

Business or sector IT sector

07/2013 – 05/2014

**Head of Energy Services Team**

Iskon Internet d.d., Garićgradska 18, Zagreb, Croatia - [www.iskon.hr](http://www.iskon.hr)

- New business segment development
- Project management

Business or sector Telecommunications operator

07/2011 – 05/2014

**Product manager, acting Head of Product development**

Iskon Internet d.d., Garićgradska 18, Zagreb, Croatia – [www.iskon.hr](http://www.iskon.hr)

- New products and services development
- Project management
- Strategic planning

Business or sector Telecommunications operator

03/2005 – 06/2011

**Market analysis expert**

Croatian Post and Electronic Communications Agency, Jurišićeva 13, Zagreb, Croatia – [www.hakom.hr](http://www.hakom.hr)

- Market analysis and regulation
- Project management
- International cooperation

Business or sector National Regulatory Authority

EDUCATION AND TRAINING

2005 – 2010

**MBA in European Lobbying**

United Business Institute, Brussels, Belgium

- Lobbying, intercultural relations, financial planning

2005 – 2010

**Master of entrepreneurial management**

University of applied sciences Verni, Zagreb, Croatia

- Management, managerial accounting, strategic planning, project management

- 2001 – 2004 **Bachelor of entrepreneurship**  
University of applied sciences Vern', Zagreb, Croatia
  - Entrepreneurship, work and trade law, organisation, accounting and finances
- 2016 **Aerohive Technical Sales Professional**
- 2016 **Aerohive Technical Sales Associate**
- 2016 **Aerohive Accredited Sales Professional**
- 2016 **Aerohive Accredited Sales Associate**
- 2014 **ITIL Foundation Certificate in IT Service Management**
- 2010 **Project management unit education, SAFU**
- 2010 **EU funds, Croatian Finance Institute**
- 2010 **MS Excel – expert level**
- 2004 **CHENTRE Tempus, University of applied sciences Vern'**
- 2004 **BEC Vantage (Business English Certificate)**
- 2002 **CPE (Certificate of Proficiency in English)**
- 2000 **FCE (First Certificate in English)**

**PERSONAL SKILLS**

Mother tongue(s) Croatian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
German	B2	B2	B1	B1	A2
Italian	A1	A1	A1	A1	A1

Communication skills ▪ Advanced communication skills acquired through education and doing business with domestic and international clients

Organisational / managerial skills ▪ Leadership – managing various teams (from 5 to 20 people)

Job-related skills ▪ Quality and security management (in charge of internal auditing and ISO standardization)

Computer skills ▪ Advanced computer skills and use of new technologies

Other skills ▪ Advanced typing (course)  
▪ Advanced rhetoric (course)

Driving licence ▪ B category

**ADDITIONAL INFORMATION**

- Projects
- Numerous software implementation projects
  - Couple of project of cloud product implementation
  - IPA 2007 and CARDS project management