

# CURRICULUM VITAE

## Personal data

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## Current professional profile

- Software design with an emphasis on automation of company processes
- Investment in real estate

## Education

**2005.10 – 2010.06** Master of Science, West Pomeranian University of Technology, Automatics and Robotics at the Faculty of Electrical Engineering, Szczecin

**2002.09 – 2005.05** Secondary School no.1 in Szczecin

## Experience

**2017.05 – now** Founder, Foundation President - Rentumi Foundation

- Seminar -"Real estate investors" - development of a programme of meetings and trainings and their implementation
- Received Google Grants \$120,000 a year

**2017.03 – now** **Founder, CEO - Rentumi Sp. z o.o.**

- The concept of an effective flat rental system
- Development of application layouts
- Supervision of application programming
- Close cooperation with the main partner- Landlord Union - "Mieszkanicznik"
- Current company service as a CEO

**2016.06 – now** Founder, Foundation President - How Aid Foundation

- An innovative support model for Africa
- Supervision of website construction, advertising materials
- Received Google Grants \$120,000 a year

**2014.07 – 2018.01** Founder, CEO - Enterso Limited - London, UK

- Management of the Enterso branch in London

- Expansion of the own SEO platform - PromoPager.com to the European market

**2013.07 – 2015.04**

Founder, CEO - SklepReklamowy.pl Sp. z o.o.

- Construction of the franchise model
- Creation of an online system to operate the franchise network
- Close cooperation with the biggest hosting company in Poland - Home.pl S.A.
- Close cooperation with producers implementing company orders
- Current company service as a CEO
- Creation of 30 stationary branches in 18 months

**2010.04 – 2017.06**

Founder, CEO - Enterso Sp. z o.o.

- Company, employees and projects management
- www.PromoPager.com - development of an innovative order service platform for positioning websites as the MLM system
- Service over 7,500 business clients from Poland and Europe
- Online training (webinars) about website positioning together with the Youtube channel
- Implementation of ISO 9001 certification with EU grant
- The Google Partner certificate
- Successful Sale of 100% shares for other bigger SEO company, 06.2017

**2006.09 – 2010.04**

ENTERSO Wojciech Klodzinski - own business

- Employees and projects management
- Conceptual work on new proprietary internet marketing software projects, including:
  - development the SEO Adder - first program in Poland for automatic positioning of websites in Google;
  - development an AdMailer software enabling effective mailing campaign;
  - development a CodeCleaner software for website optimization;
  - development the OSK Office system for efficient management of Driver Training Centres;
  - development an AdSMSer system that allows you to run a SMS sending campaign;
- Organization of workplaces with the grant of the state labour office
- Incorporate own business to other, better form as "sp. z o.o."

**2004.08 – 2006.04**

Co-founder of the project InvestWave.com - Szczecin, Cracow

- Work on the algorithm for the analyses of futures contracts based on daytrading - Warsaw Stock Exchange (FW20) investments
- Application development in Delphi language for trend analyses
- Construction of website www.investwave.com in PHP

**2002.01 - 2004.12**

Freelancer - software development

- Creating a GPS navigation simulator for ships in Delphi language.
- Creating a CRM system for a company from the CNC machining sector and many different orders and own projects

## Awards

### **Enterso Sp. z o.o.**

- "Employer of the Year 2017 of the Szczecin Metropolitan Area" - Northern Chamber of Commerce
- "Regional Leader of Innovation and Development" - 2011 and 2012 - National Leaders of Innovation and Development
- "Microentrepreneur of the year 2009" - Mayor of the City of Szczecin
- "Product of the year 2009" - Economic Competition of the Marshal of the West Pomeranian Voivodeship
- "Company of the year 2009" - Economic Competition of the Marshal of the West Pomeranian Voivodeship

### **Enterso Wojciech Klodzinski**

- "Innovative company of the year 2009" - National Leaders of Innovation, Warsaw Stock Exchange
- "Microentrepreneur of the year 2008" - Mayor of the City of Szczecin

### **Wojciech Klodzinski**

- "Leader by vocation" - in the category: "Business and innovative management", Why Media Group

## Associations

- Member of the Council for Competences of the Graduates of the Faculty of Computer Science - ZUT in Szczecin,
- Northern Chamber of Commerce - PIG,
- Polish Entrepreneurship Foundation in Szczecin- PFP,
- Regional Centre for Innovation and Technology Transfer in Szczecin- RCLiTT,
- Enterprise Europe Network Partner,
- Maritime Clustre of Western Pomerania.

## Charity activities

- Charity mission to Gambia - support for children's home in Busumbala in cooperation with HowAid.org, 2017,
- Collection of books for learning English in cooperation with Radio ESKA, 2016,
- Training children in the field of learning programming in the Children's Home and creating in their own computer room (wspieramdzieci.pl), Szczecin, 2016-2017,
- Conducting a semester of programming classes for students of the IT Faculty of ZUT, 2015,
- Financial support for the Aeris Futuro Foundation, Time for Forest programme, 2009-2015,
- Financial support for the Foundation for Energy Efficiency FEWE, 2009 - 2013,
- Financial support for the " Po To Jestem " Association, 2009-2012.

## Lectures and publications

- Insurance Summit - "How to get #1 place in Google as an insurance agent", 2017,
- Lectures at the University of Szczecin - support for Africa, 2016,
- Online marketing - lectures for students of the Faculty of Computer Science - Poznan University of Technology, 2011,
- Lectures at the University of Szczecin - Internet Marketing - BOSS Festival, 2010,
- Start-Up IT - lectures, Poznan, 2010,
- NetCamp - "Tools for positioning websites", lectures, 2009, 2010,
- Northern Chamber of Commerce - lectures on own project OSK Office - management system for driver training centres, 2010,
- Training "Internet Marketing" - Szczecin Science and Technology Park, 2009,
- "Computer World Expert" - SemiAdder author's software on the CD of the magazine and publication of the article, 2009,
- Multiple publications in the Entrepreneur magazine, 2010 - 2016,
- Publications and articles in the local media: Głos Szczeciński, Kurier Szczeciński, Wyborcza, Moje Miasto Szczecin,
- Public presentations in: TVP3, TVP Polonia, TVN24, Radio Szczecin, Radio ESKA, Radio Stargard.

## Training and certificates

- "The increasing the conversion in the e-commerce" -workshop in Business Support Centre, 2018
- Brian **Tracy** - "One Day MBA", Warsaw 2016 and Szczecin 2017
- John C. **Maxwell** - II International Congress of Business Leaders- Psychology of Effective Leadership, Wrocław 2016
- Robert **Cialdini** - Effective Sales, Wrocław 2016
- Anthony **Robbins** - " The Way Ahead", Poznan 2015
- "Microsoft SQL Server: Database Development", Syntea SA, 2013
- "Internal Auditor of the Quality Management System - **ISO 9001:2009**", Incert
- Jan Grzesiak - Art of public speaking, Warsaw
- Andrzej Batko - The art of exerting influence and hypnosis, Sopot
- PARP - Training on how to develop SME enterprises, 2009
- Google AdWords Certificate - Google Partner

## Qualifications

### Languages

- Polish language: native
- English language: communicative
- German language: communicative

### Skills

- Team management, in particular IT department
- Lean Software Development
- Leading BrainStorm with a team
- Internet marketing - expert level
- Programming in languages and environments: PHP5, HTML, CSS, JS, AJAX, Pascal, Delphi, DataBase MySQL, regular patterns - 14 year of experience
- SEO - 11 year of experience - expert level
- Version control systems - GIT and SVN

- Google AdWords - managing high-budget sponsored links campaigns
- Microsoft Office: Excel, Word, Power Point
- Sales techniques and exerting influence through NLP techniques

#### **Licences**

- Driving licence cat. A, B
- PPL - private pilot licence

#### **Hobbies**

- Travelling - Asia
- Bicycle trial, tennis
- Hi-Tech news, startups
- NLP, hypnosis.