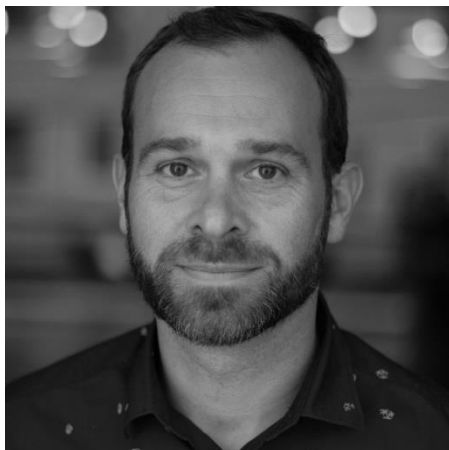


## Candidate Profile



**Josef Kubovsky (38)**

**Academic background:**

- Metropolitan University Prague  
Master of Arts in International Relations and European Studies  
2001 – 2006
- Technická univerzita v Liberci  
Faculty of Textile Engineering, TU Liberec  
1998 – 2001

**Professional career:**

- Sales Leadership, Strategy and Growth Adviser  
Nimdzi Insights  
Dates Employed: June 2019 – Present
- tekomp Europe  
Delegate for Members without Country Organization  
Dates: Feb. 2017 – Present  
Employment Duration: 2 yrs., 9 mos.  
Location: Prague, The Capital, Czech Republic  
Topic/speaker suggestions for tekomp Europe webinars in countries without CO  
Explorative events
- Memsource  
Total Duration: 8 yrs. 4 mos.  
Title: Chief Evangelist  
Dates Employed: Jan. 2019 – May 2019  
Employment Duration: 5 mos.  
Location: Prague, The Capital, Czech Republic  
Title: Head of Sales  
Dates Employed: Jan. 2015 – May 2019  
Employment Duration: 4 yrs., 5 mos.  
Location: Prague, The Capital, Czech Republic  
Responsible for leading global sales team of 27 people located around the world in different sales

roles - Lead Gen, Inside Sales, Sales Executives, Business Development Managers, Solution Architects, Regional Representatives.

Advanced setup of CRM reporting on a single team member to the team and regional

- Arancho  
Business Development Manager  
Dates Employed: Jan. 2010 – Jan. 2011  
Employment Duration: 1 yrs., 1 mos.  
My position was to connect translation agencies all around the world with the Arancho Group, who are mother tongue companies in Italy, Spain, Finland and Czech Republic. Translations into our languages and also languages in our regions - Roman, Scandinavian.
- CEET Ltd.  
Business Development Manager  
Dates Employed: Dec. 2005 – Dec. 2009  
Employment Duration: 4 yrs., 1 mos.  
Doing B2B sales in translations for CEET Ltd.
- Area Sales Representative  
Dates Employed: Jan. 2007 – Apr. 2008  
Employment Duration: 1 yrs., 4 mos.  
I started as a sales guy for CEET's Prague branch. After a year, I became a Branch Manager, taking care of translations and language training in the Prague branch. I was leading a team of more than 40 people.

**Professional experience in technical communication:**

My life has been always connected to techdoc. My first university education was at Technical Uni with techdoc focus. I have been involved in processing many projects related to technical documentation, especially from the localization perspective, in the last 17 years. The last 3 years I have had the honor to support tekomp members with no country organization. Tekomp Europe receives a lot of good feedback by supporting these members with professional content about the latest trends, their rights, job opportunities, education, certifications and so on and so on.

**Goals:**

Most tekomp members have country organizations. It is an honor to support those who do not yet. It is exciting to identify new tekomp members from countries with no local country organization. By bringing them together, there is a good chance to open a country organization where these single members will not be alone and can start helping and supporting each other.