

**My offer
of**

Trainings and Recruitment

Poznań, 2016



My motto is:

Continues personal development leads to harmony and success

- ✓ Graduate in Foreign Trade at the University of Szczecin
- ✓ Post-Graduate Studies on Human Resources Management at WSB University in Poznań
- ✓ Graduate of *Business Trainers School Moderator* in Wrocław
- ✓ Owner of the company www.annatomala.pl specializing in business workshops
- ✓ Member of the *Polish Association of Business Trainers*
- ✓ Academic Teacher at WSB University in Poznań
- ✓ Juror of *Polish National Sales Award*

I know business inside out as I have worked for many years, in a number of posts and in different sectors. That has allowed me to learn a lot about people and had have chance to work in different organizational models.

I am very open to multicultural issues. I have long been working in international environment and now I think that it has made me more open to “otherness”. As I have become more caution about making judgments I can understand people and business situations better.

I do like working with students. I derive a lot of energy from observing young people and I feel motivated. That is why, I am cooperating with Talent Development Foundation. We organize workshops for talented students in Poznań City Council.

I have worked for:

1. BZ WBK
2. MAN AC
3. SIEMENS
4. OPERATOR SYSTEMU MAGAZYNOWANIA (GRUPA PGNIG)
5. URZĄD MIASTA POZNANIA
6. Volkswagen Group Polska
7. Malta Decor (Grupa Kronospan)
8. KRD Academy
9. Athlone Insitute of Technology (Irlandia)
10. Berlin School of Economics and Law

For a full list of references, please go to: www.annatomala.pl

How I work?

- ✓ **diagnostics interview** – before the training, in order to establish the company's training needs.
- ✓ **interactive workshops** – the participants work on real case studies from their work experience and therefore, get more involved and work out solutions.
- ✓ **post-training** – free of charge individual consultations, which guarantees the effectiveness of the workshops, both after and within a longer period time.

What you will gain?

- ✓ **practical business tools to use at work**
- ✓ **free of charge and no-limited consultations after the workshops for all the participants**
- ✓ **access to evidence based knowledge and contact with top specialists from *Polish Associations of Business Trainers***

The offer includes:

1. Workshops in Polish and English:

- ✓ Public speech
- ✓ Effective communications and teambuilding
- ✓ Multicultural management
- ✓ Sales and customer service
- ✓ Negotiations

Thanks to my contacts with *Polish Associations of Business Trainers* I can also offer you workshops on a wider range of topics.

2. Program „Train the trainer”

- ✓ development of workers-specialists
- ✓ knowledge maintainance
- ✓ motivation of talented workers

This program is aimed at specialists who want to share their knowledge and skills. Additionally it is a very effective motivation tool.

3. Recruitment

- ✓ sales people
- ✓ own candidate's date base
- ✓ access to young talents date base

I use my business experience while recruiting people for different posts. My key success is creating a proper competences profile and matching a candidate with organizational culture of a company. I am proud of the fact that all the candidates I have recruited for the last three years still hold their post.