

PROFESSIONAL EXPERIENCE

FINTRUST PARTNERS AG

Project Manager - 2023 - 2024

- Project manager for finance department as a service for key clients - consolidation, implementation and control of processes
- Accounting support
- Sales & Marketing strategy support

COFACE SERBIA

Head of Office - 2021 - 2023

- Local office reorganization
- Implementation, alignment and control of group rules and legal regulations
- Cash Flow recovery, Turnover increased + 20%, Profitability increase +100%, increase productivity +30%
- Strong brand awareness improvement
- Four-year budget process, quarterly forecast
- Centrix CRM tool implementation and transformation from the old one / responsible for 11 countries from Central East Europe
- Public Speaking & Media Appearances
- Participant in panel discussions
- C-level events organization

Head of Business Information Department 2017 - 2021

- Portfolio Management (insured and noninsured customers) – yearly retention over 94%
- Cross-selling Business Information – Trade Credit Insurance services – target over 30%
- Direct sales for large deals – targeting / preparing value propositions / closing deals
- SAR Monthly Reporting – Sales Activity Report
- Coface – CER Employee Award Q42018 – for outstanding performance in Account Management and Sales of Trade Credit Insurance and Business Information (100% retention)
- Market research – structure analyzing, products, strengths, weaknesses
- Marketing & Communication – preparing and implementation action plan, applications arranging
- Internal and external online and live products presentations and educational trainings
- Project Managing – new products developing and implementation in accordance with group compliance rules
- Cofanet trainings (internal credit insurance Tool), active participating in initial meetings for credit insurance, communication between underwriters and policyholders
- Commercial and Risk Underwriting support – communications between stakeholders regarding big exposures
- Business Planning – preparing strategic plan
- Actively participating in BU processes and meetings
- Preparing cash flow analysis for the management team
- Monthly Financial Reporting – SAP Financial Consolidation
- HR – Monthly Staff Reporting

Deputy Head of Business Information Department 2014 – 2016

- Financial analysis – credit assessment for credit reports.
- Database quality control – the upload of data on mass, daily data monitoring regarding frauds, insolvencies, payment and score calculator.
- Creating internal financial layout – creating indicators, formulas and formats for local and international balance sheet layout according to the local official financial data.
- Score and payment control – according to Coface compliance rules.
- Risk underwriting support - preparing debtor reports and grids for RUW team for limits up to 3 MEUR.
- Participating in BU process creating - preparing turnover and overheads plan for business information

department, competition analysis.

- Sales support – preparing offers for the biggest clients.
- Administration – invoicing process, e-banking.

Finance Analyst 2009 – 2014

- All industry sectors: finance analysis / risk assessment / credit assessment

TJ ADVISOR
Business Owner
2024 - present

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SKILLED IN

Credit Management
Risk Management
Project Management
Sales / Marketing / Communic.

PROGRAMS

SAP (CACIS)
BOARD
Abacus
CENTRIX
HubSpot
Power BI
JIRA
Canva
Eloqua

LANGUAGES

Serbian – native
English – fluent
French – basic