

MATĚJ PÁRA

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PROFESSIONAL EXPERIENCE

- KPMG Ceska republika, s.r.o.** **09/2017 – 01/2019**
Senior Business Analyst / Project Consultant Czech Republic
- project management, coordination and single point of contact for business, IT and regulatory projects
 - developed in a team new market strategy and customer value proposition for leading international digital bank
 - management consultancy and business analysis in various areas for both private and public industry clients
 - vendor invoice management to resolve issues with invoice processing in SAP VIM for a pharmaceutical company
- Credo Ventures** **04/2016 – 07/2016**
Business Analyst - Internship Czech Republic
- evaluated investment opportunities, communicated with start-up founders and managed fund's CRM system
 - reviewed investment decks – business plans, financial reports and updated analysis of pipeline companies
 - performed market research and participated in due diligence of selected potential investments
- Anker Shipping s.r.o.** **09/2015 – 03/2016**
Marketing - Internship Czech Republic
- coordinated creation of a new website and ensured SEO optimization
 - provided market research, competitor analysis and identified market threats relevant to firm's business
- A.T. Kearney GmbH** **02/2015 – 05/2015**
CEMS Business Project Czech Republic
- introduced go-to-market strategy for a joint venture of Czech telecommunication and utility player
 - created a new business model for the Czech market in areas of smart home based on commercial potential
- Paraid Supports** **03/2013 – 04/2015**
Founder Czech Republic
- founded, built and managed an e-commerce shop with medical & sport bandages and tapes
 - developed marketing & sales strategy incl. market research, competitor analysis, Google AdWords + Analytics
 - communicated and collaborated with suppliers and customers, ensured invoicing and orders processing
- Fio Bank a.s.** **01/2014 – 06/2014**
Stock Market Journalist / Broker Czech Republic
- monitored, researched stock markets and analysed market data
 - wrote investment reports, online recommendations and provided customer support for active trading clients

EDUCATION

- University of Economics, Prague / Graduate School of Management, St. Petersburg University** **09/2014 – 01/2018**
Double master degree Dipl. Ing. and CEMS MSc. in International Management Czech Republic/Russia
- University of Economics, Prague** **09/2010 – 05/2014**
Bachelor degree in Business and Law Czech Republic

EXTRACURRICULAR

- KPMG Business Academy** **09/2017 – 08/2018**
- Core Consulting Skills – one-week intensive international course
 - Face-to-face communication skills – one-day course
 - Networking skills – one-day course
 - MS Powerpoint and Excel – three-days course
- Warsaw Consulting Conference, SGH Warsaw School of Economics** **11/2016**
▪ Strategic and Management Consulting Conference and Seminar
- Cems Dach Forum, University of St. Gallen** **10/2015**
▪ Digitization, Lean Start-up Methodology and Prototyping
- Skoda Auto a.s., Mlada Boleslav** **04/2015**
▪ CEMS Skill Seminar – Communication and Negotiation
- Club of Investors, Students' NPO, Head of Marketing, Prague** **02/2013 – 06/2014**
▪ Marketing strategy of students' non-profit organization, growth of paid membership base by 20%

SKILLS

Languages

- **Czech C2** – native, **English C1** – fluent (IELTS 7, CAE C), **German B1** - advanced, **Russian A2** – elementary

Certifications

- **Prince2 Practitioner + Prince2 Foundation Certificate in Project Management**

IT

- **MS Office** - advanced, **Mac OS** – advanced, **Bloomberg Terminal** – intermediate, **Google** - Digital Garage