



MICHAŁ GERLACH

CONTACT DETAILS

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ABOUT ME

In short, an analytical mind and future leader.

I love analyzing data, creating various tools to manage data or automate work. I have experience in building relationships, partnerships and business communication. My master's degree in Business Psychology taught me how to be a good leader. I'm a team player and task-oriented.

There is a solution to every problem, you just have to look for it.

STRENGTHS

Based on IP121 report:

- Negligible conflict
- Teamwork
- Task-based operation
- Interpersonal contacts
- High self-confidence
- Self-confidence
- Optimism



PROJECTS

Pepco (Excel based):

- Demand Linecard - connected to the Data Warehouse and extracted data from the product management program. Helps in forecasting the stock and preparing proposed changes on orders in the format for suppliers. In addition, it counts the budget and indicates contact persons.
- Planner Linecard - same as above but only with Data Warehouse connection and sales plans from Product Planners.
- ROS range - counts Rate of Sale based on historical data.
- Season Planner - tool for Demand Planners. It counts how many pieces per week we should order for each of warehouse based on actual stock and forecasted sales. Quantity is being round to full packages / pallets / cars.
- Forward Cover Report - in cooperation with Junior Analyst. Deals with data presentation, formula for calculations and tests the outcomes



CERTIFICATES AND COURSES

- iOS Developer by Codecademy (XII 2022)
- Learn Swift & intermediate Swift (XII 2022)
- Analyze Data with SQL (X 2022)
- Learn Intermediate SQL for Marketers and Product Managers (X 2022)
- Learn SQL Course (VIII 2022)
- Analyze Data with Microsoft Excel (XI 2022)
- Lean the Command Line Course (VIII 2022)
- Fundamentals of statistics with an introduction to R and RStudio (2018)
- Certificate of Completion AutoCad level 1 (II 2018)
- Software Design Principles (IV 2023)
- Learn Git & Github Course (XI 2022)



WORK EXPERIENCE

Pepco Poland Sp. z o. o.

Feb 2022 - currently

Jr. Merchandise Planner | Apr 2023 - now

- Data analyst
- Preparing tools for data analysis and work automation
- Planning sales and purchases in the subordinate assortment group (in all markets)
- Planning and summarizing sales of promotional and sale actions
- Building sales strategy for subordinate assortment group
- Presentation of sales results
- Supervision of the work of Demand Planner and Allocator
- Monitoring the implementation of sales and purchase plans

Demand Planner | Dec 2022 - Mar 2023

- Data analyst
- Preparing tools for data analysis
- Planning sales and purchases of subordinate products (in all markets)
- Monitoring the implementation of sales and purchase plans
- Optimal inventory utilisation
- Preparing analyses and reports

Buyer's Assistant | Feb 2022 - Dec 2022

- Contact with suppliers (Polish and foreign) by email, phone, video call
- Working with data in our internal systems
- Verification of data on product labels
- Analysis of sales data
- Cooperation with the Quality, Planning, Marketing and Design Departments

Junior Sales Representatives

Polpatron Sp. z o. o.

Dec 2021 - Feb 2022

Audiologist & Salesman

Audiocentrum Aparaty Słuchowe

Jul 2019 - Nov 2021

- Customer service - Telephone, email. Troubleshooting remotely and onsite
- IT support - remote assistance for each branch of the company
- Training new employees



ADDITIONAL SKILLS

- Power BI, Excel
- SQL, Python, Matlab
- XCTest, Xcode
- Git & GitHub
- JSON
- Native language - Polish
- English - fluent B2
- German - basic A2
- Knowledge of DRY & SOLID rules
- Driver's license B category

INTERESTS

- Music - guitar player
- Leadership
- Technological news in the field of medicine and humanitarian aid
- A passionate - amateur mountain hiker
- Psychology
- Alternative coffee brewing methods



EDUCATION

Psychology in Business

WSB Poznań

Master's Degree | X 2021 - IX 2023

- Digital technologies in business
- Team management
- Strategic management
- Transactional analysis
- Statistical analysis, SPSS
- Marketing 4.0

Acoustics - Hearing Healthcare and Noise Control

Uniwersytet im. Adama Mickiewicza w Poznaniu

Bachelor's Degree | X 2016 - VI 2019

- Performing audiological tests and noise measurements
- Writing protocols
- Running a thematic seminar
- Presentation of data
- Microsoft Office - Excel, Word
- Programming in Matlab, Python

I agree to the processing of personal data provided in this document for realising the recruitment process pursuant to the Personal Data Protection Act of 10 May 2018 (Journal of Laws 2018, item 1000) and in agreement with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).