

# Maciej Remiszewski's Resume

## Education

2002 – 2008	Warsaw University of Technology Computer Science MSc
2005 - 2006	Birmingham Conservatoire Jazz Saxophone (sabbatical)

## Professional experience

### Profile

Sales Manager. More than 5 years of experience in developing, designing and selling High Performance Computing projects including system integration, research collaborations and consulting services.

Highly skilled in client relationship management and team motivation.

Deep knowledge of computer simulations and their applicability  
Self-starter and self-motivator.

### Key competences:

- very good knowledge of state of the art computer and IT systems including deep insight in future / next-generation designs
- value creation through application of innovative technologies
- development and execution of strategic projects (EU funding, government agenda support, research collaborations, etc.)
- strong speaker and presenter
- quick adaptation skills and strong leadership competencies in new environments and evolving conditions

## Professional career

January '11 – till today	IBM Polska Sp z o.o. Deep Computing Sales Manager for CEE region (responsible for IBM's High Performance Computing business in Central and Eastern Europe, including Russia & CIS, as well as establishment and management of core HPC team)
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January '09 – December '10	IBM Polska Sp z o.o. Deep Computing Leader for CEE region (responsible for IBM's High Performance Computing business in Central and Eastern Europe, including Russia & CIS, overall Portfolio Strategy, Offering Planning & Sales Channel Enablement, Alliance Development etc.)
June '07– December '08	IBM Polska Sp. z o.o. HPC Systems Architect for CEMAAS region (Sole Subject Matter Expert for High Performance Computing supporting Clients throughout Austria, Switzerland, Central Europe, Russia, Middle East and Africa)
September '06 – May '07	IBM Polska Sp. z o.o. POWER Systems Sales Specialist (responsible for developing ISV and SI relationships with particular focus on extending business into new areas)

**Professional achievements:**

- Selling next generation computing systems supporting grand challenge science
- Selling strategic research collaborations to country governments
- Selling HPC system which broke the World Record in power efficiency in HPC
- Selling the fastest HPC system in the Middle East

**Selected trainings and seminars (2007-2010):**

- New Graduates Program,
- Signature Selling Method,
- Project Management Fundamentals,
- Global Sales School,
- Influencing Decision Makers,
- Selling to C-level executives,
- LEADing@IBM - Leader Foundations,
- Attendance and presentations at major international HPC conferences (SC'07, '08, '09, '10 as well as ISC '08, '09, '10, '11)

**Other information**

**Languages**

Polish – mother tongue  
English – fluent (speaking and writing)  
German – fluent (speaking and writing)  
French – fluent (speaking and writing)

**Interests**

music, psychology, sport, cooking