



JOSEF JANUŠ

Sales, Project Management

+420 734 847 430

Brno, Czech Republic

janusajosef@gmail.com

EDUCATION

Ing. Information Management
VUT – Faculty of Business and Management

2024 – 2026

Accounting, Business Administration and Economics
Universitat de Girona

2025 – Erasmus

Bc. Managerial Informatics
VUT – Faculty of Business and Management

2021 – 2024

Maturita – Gymnázium
PSJG – jazykové gymnázium (Language High Scholl)

2015 – 2021

PROFILE

Sales and business development professional with **3+ years of experience** in B2B environments, including FX trading and recruitment services. Skilled in managing the full sales cycle, client onboarding, and long-term relationship building.

Graduate of Brno **University of Technology**, with academic background in **management, corporate finance, business process design, and IT security management**. Known for a structured yet people-focused approach, combining commercial insight with strong communication and process thinking.

Currently expanding technical skills in **Power BI** and data analytics. Fluent in **Czech, English, and basic Spanish**, open to remote or hybrid roles in **sales, project coordination, or business development**.

WORK EXPERIENCE

Jul 2024 – 2025

Cyrrus FX

Sales Partner at Forex Exchange

Responsible for acquiring new clients and promoting Cyrrus FX currency exchange services. Covered the full sales cycle – from identifying prospects and conducting meetings to finalizing contracts and onboarding clients. Ensured AML compliance and coordinated closely with the back office and dealers.

- Built and managed relationships with B2B and BTC clients
- Delivered tailored presentations and negotiated contracts
- Set margin levels and defined key terms of cooperation with clients
- Collaborated directly with back office and trading teams
- Reported on performance, set targets, and contributed to business strategy

SKILLS

- B2B Sales & Business Development
- Client Relationship Management
- Business Process Optimization
- Analytical Thinking & Power BI
- Multilingual Communication (Czech, English, Spanish)
- Driving license (B, A)

LANGUAGES

English – C1

Spanish – B1

Czech – Native

Mar 2023 – Jun 2024
RTSG

Sales partner at Recruitment agency

My role in RTSG was to make sure that the Sales department functions properly and at the same time cooperates with the Recruiting department as efficiently as possible. Outside of sales activities, I was involved in the optimization and efficiency of business processes.

- Acquisition of new clients in B2B
- Retention and client care
- Business process optimization & CRM optimization
- Implementation of the launch of new services
- Internal employee interviews

Jun 2020 – Sep 2022
Obec Libřice

Map Design & Web Development

Led the digitization project for the municipality of Libřice, including the creation of digital maps and structured data entry for real-world assets.

- Led digitization of infrastructure and mapping for Libřice municipality
- Designed and implemented data collection strategy
- Coordinated communication between mayor and technical teams
- Supported development of a new municipal website

Jun 2020 – Sep 2022
Třebechovice

Lifeguard

Head lifeguard at the swimming pool. I was in charge of keeping the visitors safe and happy. To do this I worked with and managed 2 assistant lifeguards.

CERTIFICATIONS & PROJECTS

**Power BI Academy
– advanced course
by Zebra**
A course focused on data analytics and management.

**Charity AutoKino
Hradec Králové**
I organized a charity drive-in cinema during the Covid pandemic, and at that time we were the largest drive-in cinema in the Czech Republic.