



Professional Description:

Rok Robič, born in July 5, 1972, Slovenj Gradec, Slovenia, is a dynamic and ambitious exports manager, with experience as an international general manager in Europe, South America, and the USA since 1999. He's passionate about challenges both inside and outside the work environment. His leadership expertise involves coordinating, developing, and motivating teams to achieve objectives.

- Multilingual: Slovene (mother tongue), English, Spanish, Croatian, intermediate German, and Russian.

Major Achievements:

- Creating new business opportunities in Latin-American markets and positioning the Slovenian brand of security documents (Cetis d.dd.) as a global integrator.
- Opening new markets for Jarden Corporation in Central and Eastern Europe, strengthening relationships with existing distributors, and increasing sales of Bonaire and Crock Pot products.
- Managing company Hidria USA with 3 divisions and 8 digits income (Greenville, SC, USA) and duplicating revenues and income in the first year.
- Reorganising a company with continuous losses into a market leader with a clear strategy for the future and generating enviable profits (ISKRAEMEC, Ecuador, South America).
- Established a new company which started to generate profits from the second year and gained a substantial market share due to ambitious and well-planned strategy (Perles Colombiana, Colombia, South America).
- Establishing a new company in Peru (Perles Peru, Peru, South America) which qualified as a supplier for the biggest hardware chain in the country.

Work Experience:

- 2014 to present: Independent businessman in Panama City, Panama, Central America.
- 2010 to 2013: Commercial Director at Cetus d.d., Celje, Slovenia.
- 2007 to 2009: Export Sales Manager for CEE at Jarden EMEA, London, UK.
- 2005-2006: Vice President of Hidria USA Inc. and General Manager of Perles, Tomos, and Rotomatika divisions, Greenville, South Carolina, USA.
- 2000 to 2004: General Manager of ISKRAEMEC S.A., Quito, Ecuador, South America.
- 2003 to 2004: General Manager of Perles Colombiana, Colombia, South America.

Education/Professional Training:

- University of Economics Ljubljana, Slovenia – International Trade Line; Degree: Stock Exchange Indices in London, New York, and Tokyo.
- Various other training and seminars focusing on management, decision-making, team efficiency, financial planning, negotiations, presentations, dealing with customers, and marketing.

Other Interests:

- Travelling: Has visited more than 125 countries on all five continents.
- Sports interests: Basketball, skiing, cycling, swimming.