
Aleksander Szczepański

Personal data

Birth date September 22nd, 1984

Nationality Polish

Summary

I am a sales & development manager with over 17 years of experience in luxury goods and services (HNWI & UHNWI) sector on the Polish and CEE market. I have strong management skills and demonstrable experience in marketing, PR and event organization. I combine very good communication and relation building skills with professional knowledge of the market and proven sales techniques. Over almost 2 decades of professional activity, I have built a large portfolio of personal connections with high-end customers and the HNWI & UHNWI elite in CEE region. I am convinced that my diverse experience, my knowledge and connections are an excellent match for this position and will significantly contribute to your organization.

Experience

2025 - Present **J&T Banka Representative Office in Poland**

Position Senior Business Development Manager

Responsibilities Business development and marketing

2020 - 2025 **NetJets | a Berkshire Hathaway Company**

Position Vice President of Sales | CEE region

Responsibilities Strategy building, research, building long term relationships with HNWI & UHNWI, complex negotiations with senior-level executives, market analysis, building brand awareness, client service, event management and organization, taking part in international industry fairs.

2014 - 2020 **Kohinoor**

Position Sales Specialist

Responsibilities Brand management, strategy building, distribution and sales of luxury brands on the Polish market, market analysis, Investments, alternative investments and risk assessment, client service, high-end customers relations, media relations, event management and organization, taking part in international luxury goods fairs.

Experience (cont'd)

2008 - 2014	Arts&crafts
Position	Sales Specialist
Responsibilities	Wholesale and retail sales of luxury brands on the Polish market, market analysis, Investments, alternative investments and risk assessment, client service, high-end customers relations, event organization

Skills and Additional information

Languages	Polish - native English - advanced German - intermediate Russian - intermediate
Computer skills	very good working knowledge of Microsoft Office, Apple Mac OS X and Microsoft Windows Salesforce environment
Other	driving license – category B graphic skills conducting Classes of Luxury Brand Management at Kozmiński University in Warsaw as a Guest Lecturer Member of Netherlands-Polish Chamber of Commerce