

ERNEST SKOK s.p.
F. Bidovca street ; no. 5
6310 Izola- Slovenia

Dear Sirs,

In order to get more information about my skills, I send you below my curriculum to your kind attention. I have work experience in sales as well as in various technical fields as a production manager for the last 40 years. One of my major strengths is the proactive consultancy for the creation of a project concept, together with clients.

I would like to emphasize that I have many years of experience in selling technical products. My main characteristics are reliability in long-term work in order to achieve the sales plans in term of profit numbers and better service quality for the clients. I consider myself an proactive team worker with willing to advise to my colleagues and being advised by them about the best management solutions. Based on my many years of experience as a sales representative, I am sure I will be an excellent candidate.

I live very close to the Italian-Slovenian border about 15 km from the city of Trieste.

In accordance with the languages I speak, I can operate in Italy and in the South-East Europe (Balkan) region. My legal status is the independent professional.

Best Regards.

CURRICULUM VITAE

Name: Ernest Skok; born 1955

Nationality: Slovenian

Residential address: Ferda Bidovca no. 5;
6310 Izola
State of Slovenia

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Mobile phone no.: 00386 41 51 36 94

Education:

1. National Naval institute high school in Portorož (1970-1974)
2. Faculty of mechanical technology engineering at Ljubljana University (1974-1976).

Working experiences:

Company: from 2002 AMIBLU-Hobas Rohre GmbH - Austria. Sales representative on Slovene market for glass reinforced polyester (GRP) pipes and fittings for sewer system, drinking water, Hydro power plants penstock and micro tunnelling technology installations. The work duties are as follows:

- Profit and market analysis in the field of construction and sale of pipe and pipe products
- Permanent contact with designers, site managers and investors as Towns Municipalities, WWTP Companies Hydropower Companies and Construction Companies.
- Proactive consultancy for the creation of a project concept with designers and Clients.
- Preparation of offers based on Client requests.
- Organization of the supply and delivery to the Client.
- Negotiation and monitoring of the project terms and payments.



- Responsibility for issue of relevant quality certificates for domestic and international markets.
- Analyzing and reporting the data about the planned projects on assigned market area.
- Expert in "no-dig micro-tunnelling" pipeline installation technology.
- The supervising and control of correct pipe installing on construction sites.
- Submission of the most favorable bids on public works.

Achievements and results: Increase in sales value by almost 3 times over the past 10 years with high ratio achievement between the sales amount and number of inhabitants in Slovenia (Euro / inhabitants), which is not be comparable to any other country on a regional scale.

Company: from 2018 EFFEDI Automation Udine-Italy; Sales Representative for Slovene market for robotics automation equipment and engineering. The work consist in:

- Proactive consultancy for the creation of a project concept with designers and Clients.
- Preparation of offers based on Client requests.
- Negotiation and monitoring of the project terms and payments.
- Marker research for new clients and applications of robotics equipment.

Company: from 2001 to 2017 Hobas Rohre GmbH - Austria.

- Sales representative for Slovene market for glass reinforced polyester (GRP) pipes and fittings for sewer system, drinking water, Hydro power plants penstock and micro tunnelling technology installations.

Company: Cancellier Dino s.r.l.; Italy :

- Sales representative on Slovene and Croat market for powder coating equipment and special equipment for spraying on wood, iron, and plastic. Spraying booths; Spraying rooms and pressurising units.

Company: Fluidodinamica s.r.l.- Italy :

- Sales representative for hydraulics pneumatics components , hydraulic valves, pumps and cylinders and electric components for the industry in Slovene and Croat market.

Company : Self employed :

- Production and assembling of connectors and cables for IT systems, control devices, and electronics industry.
- Participation in development of electronic components and production for MEHANO model trains , cables for IBM and connectors for Iskra telecommunication company.

Company: Iplas Chemical Company :

- Head of maintenance, mould design and construction department for injection moulds for thermoplastics polymers products for home and industry produced from PE-HD,PP, Polystyrene, ABS, polycarbonate (thermoplastic polyester); Nylon; PVC etc. Manage the work organisation of 35 skilled expert workers.
- Member of the team for development and start of pilot production facility for GRP Sheet moulding compound – SMC and Bulk moulding compound - BMC. Production capacity of 300 t/year. Management of work of 25 workers.
- R & D dept. Research engineer for new products and technologies and starting up of production of connectors for electronics industry. Management of work for 50 workers.

- Member of the supervisors team for erection of anhydride phthalate acid production plant based on BASF licence technology.
- Head of plant for production of injection moulding and extrusion of thermoplastics polymer products and components for food/beverage industry and PVC valves and fittings. Management for work organisation for 40 workers.

Languages:

1. English: very good -negotiation
2. Italian: excellent - negotiation
3. Croat: excellent - negotiation
4. Serb: excellent - negotiation
5. German: basic conversation
6. Slovene: mother language

IT & Comunication:

Extensive knowledge and ability to use all crucial programs for business of the present time. Constantly connected with the help of most advanced information technologies for immediate response to the clients and company needs during the travel. Excellent knowledge of presentation programs and recently held a presentation for students of Civil Engineering Faculty concerning my area of expertise.

Publications and public presentations

1. Article on Slovenian magazine "Gradbenik"(The Constructor) "Proper Installation of GRP sewer pipes on concrete structure on motorway bridges in Slovenia"(2008)
2. Article on "Salt pond collecting of solar heath" published in Magazine "Zivljenje in Tehnika" (Life and technique) in 1984.The article was written on the basis of my own experimental work.
3. Regular presentations of "pipeline constructing methods and technologies" to the students at the Civil Engineering Faculty of University in Ljubljana and University in Maribor.
4. Author of article "Hobas pipes Along the Mediterranean Coast". The article was published in 2009 on UNITRACC Web site, which is one of the most important consulting firm in Europe concerning the technologies of installation of pipes systems. The article was written on the basis of my own experience during the design and construction.
5. Member of SIST- Slovenian Institute for Standardization. Participation in the working sessions related to adoption of EU and ISO standards in Slovenia.

Earliest possible date for entry: 3 month after the sign of contract.

Best Regards.

Ernest Skok