



International Business & Commercial Professional

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International business & commercial professional **transitioning into procurement**, combining a current Procurement internship at Philip Morris International with **3.5+ years of pan-European fleet & corporate** mobility tender / RFX coordination experience at Toyota Motor Europe. Proven track record managing **80+ cross-border RFPs at a 43% win rate**, plus **100+ procurement deliverables** for global stakeholders at PMI in the first four months. MSc in International Business with thesis on supply chain realignment and its impact on international business. Advanced Excel and Powerpoint skills, experience with Data Analysis using Python, hands-on experience with advanced **AI tools - Claude**, NotebookLM, MS Copilot and fluent Business English.

KEY ACHIEVEMENTS

Tender & RFX Management: Coordinated **80+ international tenders** and RFPs at Toyota Motor Europe, achieving a **43% win rate** against European OEMs in one of the most competitive B2B markets, acting as the operational bridge between 28 National Sales Companies, Global HQ in Japan, and corporate clients.

Cross-Border Stakeholder Management: Managed a portfolio of **45+ global and European Key Accounts** in FMCG, pharmaceutical, and manufacturing sectors across **50+ countries** (Europe, Türkiye, Israel, Kazakhstan, Caucasus region and others globally), directly contributing to an **87% year-on-year uplift** in International Key Account car sales volumes to **15,000+ units** in 2023/24

Analytics & Reporting: Built market analytics frameworks, profitability models, and vendor spend reports used by senior stakeholders for category planning and commercial decision-making, leveraging advanced Excel (INDEX/MATCH, pivot tables, OFFSET, consolidation logic) and Python for data work.

PROFESSIONAL EXPERIENCE

PHILIP MORRIS INTERNATIONAL

Procurement Intern - Marketing Category

January 2026 – Present

Supporting PMI's Global Procurement organization within the Marketing categories (Customer Care), working alongside Category Managers and Procurement Specialists across multiple PMI markets.

- Manage contract lifecycle: NDA and MSA drafting/amendments processed via Adobe Sign and Icertis,
- Support RFX processes including RFI on AI capabilities (response consolidation) and Island 2.0 RFP analysis,
- Create vendor master data, onboarding new suppliers for global sourcing events,
- Perform spend reporting and vendor contribution analytics with Sievo,
- Prepare Customer Care category data analyses and monthly newsletter,
- Prepare executive summary and deep-dive presentations for category leadership (SEO Sessions, Customer Care strategy).

SELF-EMPLOYED, FREELANCE

Automotive Consultant

April 2022 – December 2025

Independent advisor to OEMs, importers, dealer networks, and automotive suppliers on commercial strategy, market intelligence, and business development. Combines structured market analysis with hands-on commercial execution to help clients make data-driven decisions on vendor selection, pricing, and strategic partnerships in a rapidly transforming industry.

- Deliver market intelligence and competitive analysis — benchmarking automotive brands and dealers across the European market, their pricing structures, and commercial terms to inform client strategy and decision-making.
- Advise leadership teams on go-to-market positioning, business development, and operational efficiency, applying Kaizen / Lean principles to process optimisation.
- Consult on mobility and fleet solutions (electrification, telematics, leasing structures) with a sourcing and total-cost-of-ownership lens.

TOYOTA MOTOR EUROPE NV/SA (via ManpowerGroup Solutions)

International Corporate Sales Specialist

April 2021 – September 2024

Coordinated pan-European fleet and corporate mobility tenders within Toyota's B2B Corporate Sales organization, acting as the operational bridge between Toyota's 28 National Sales Companies, Global HQ in Japan, and multinational corporate clients — covering full RFP lifecycle, OEM negotiations, leasing structure evaluation, and post-award cross-border delivery. Gained comprehensive exposure to the full RFP lifecycle — commercial response, negotiation, contract execution, and post-award cross-border delivery.

- Coordinated 80+ international fleet and corporate RFPs at a 43% win rate — covering commercial analysis, leasing terms negotiation, multi-stakeholder alignment, and post-award execution across National Sales Companies and OEM partners.
- Managed a portfolio of 45+ global Key Accounts across FMCG, pharmaceutical, and manufacturing sectors — directly transferable to supplier relationship management and category portfolio oversight in procurement,
- Operated across 50 countries+ (Europe, Türkiye, Israel, Kazakhstan, Caucasus and others globally), coordinating with local Key Account Managers and Toyota entities to deliver bulk B2B orders — comparable cross-border complexity to global indirect procurement,
- Built market analytics frameworks, profitability models, and commercial analyses using advanced Excel (INDEX/MATCH, pivots, OFFSET, consolidation logic), supporting senior-level commercial decision-making,
- Contributed to an 87% year-on-year uplift in International Key Account sales to 15,000 units, with my portfolio driving 65% of total annual sales.

HYUNDAI KOREA MOTORS KRAKÓW (Grupa PGD, Holding1)

New & Used Car Sales Executive

November 2018 – April 2021

- Managed **full B2C/B2B customer journey**, end-to-end within CRM, from lead generation, product presentations, live demo, sales negotiations and financial advisory through to vehicle delivery and post-sales documentation,
- Coordinated cross-departmental workflows across sales, finance, and service teams; introduced process improvements and strengthened digital presence of the dealership with online marketplace offerings and sales promotions.

EDUCATION

KRAKÓW UNIVERSITY OF ECONOMICS

Magister (Master of Science equivalent), International Business

- Cumulative GPA: **4.95 / 5.0 — Best Student in Class**
- Thesis: "Sanctions, Supply Chains and Strategic Realignment: the impact of recent geopolitical tensions on international business" — Grade **4.88 / 5.0**
- Relevant Coursework: Data Analytics, International Business Strategies, Business Research Methods

Licencjat (Bachelor of Science equivalent), Marketing and Market Communications (specialisation: Digital Marketing)

- Cumulative GPA: **4.97 / 5.0 — received Scholarship for Best Students**
- Thesis: "Personal Branding on LinkedIn, Career Development and Professional Success" — Grade **5.0 / 5.0**
- Relevant Coursework: Marketing Management, Marketing Research, Negotiations, Digital Advertising

CERTIFICATIONS

- AI in Business Development (**Google, 2025**)
- Toyota Way & Kaizen Training (**Toyota Motor Europe, 2022**)
- C1+ Business English (**Cracow University of Economics, 2022**)
- Google Analytics (**Google, 2020**)
- Fundamentals of Digital Marketing (**Google, 2020**)

SKILLS

- **Procurement Tools:** Icertis (CLM), Adobe Sign, Sievo, Coupa
- **Technical Tools:** Microsoft Excel (Advanced — INDEX/MATCH, Pivots, OFFSET, Power Query), PowerPoint (Advanced), Python (Basic — data analysis and automation), CRM Systems, Notion, Canva, GIMP, AI/LLM Prompt Engineering
- **Ways of Working:** Cross-functional project coordination, Kaizen/Lean methodology, analytical problem solving, proactive self-management, comfortable in multinational environments
- **Languages:** Polish (Native), English (Full Professional Proficiency, C1+)