

SRDJAN SOKOLOVIC

SKILLS

Product Strategy · Microsoft Office ·
CRM · Business Strategy · Power Point ·
Feasibility Studies · Excel · KPI ·
Data Analytics · Business Intelligence

STRENGTHS

💎 Business Development

Expert in defining and implementing strategies to improve business efficiency and increase profits.

💎 Stakeholder Collaboration

Proficient in collaborating with stakeholders, evaluating systems requirements, and tracking revenue trends.

EDUCATION

PhD studies, Technology eng.

Faculty of Technology, University of Novi Sad
2015 - 2020 Novi Sad, Serbia

MBA for Executives

Cardiff Metropolitan University
2013 - 2015 Cardiff, UK

M.Sc. – Master Chemical Engineering

Faculty of Technology, University of Novi Sad
2002 - 2009 Novi Sad, Serbia

Software Engineering

ITAcademy (18 subjects)
2022 - 2023 Belgrade, Serbia

Android Mobile Development

ITAcademy (15 subjects)
2021 - 2022 Belgrade, Serbia

LANGUAGES

English Proficient ●●●●●
Serbian Native ●●●●●

PASSIONS

💎 Market Research

Business Development Expert

+381 63 565 198 @srdjan.sokolovic@live.com
<https://www.linkedin.com/in/srdjan-sokolovic/> Belgrade, Serbia

SUMMARY

Accomplished professional with more than twelve years of work experience in energy corporate company. Persistent in defining short-term and long-term strategies, business development and improving business efficiency in order to increase client's profits. Excels in market analysis and product development, offering exceptional skills in financial analysis and data visualization. Skilled in collaborating with stakeholders to evaluate and communicate systems requirements, track revenue trends, and to understand client challenges. Excited about supporting and contributing to the strategic and operational challenges within the energy, utilities, and resources industry, and ready to leverage a global perspective to deliver tangible results for clients. Adept at generating innovative solutions to address complex client challenges and support the company's mission.

EXPERIENCE

Business Owner 2022 - Present

Sowa Solutions Serbia

- Providing business development services to clients, resulting in the establishment of new business relationships with companies/clients. Collaborated with clients from the USA and EU, expanding the client base by 20%.
- Producing and Organizing online conferences in the field of sustainable development.

Expert Coordinator 2014 - 2022

NIS a.d. Serbia

- Conducted market research and performed analysis for the development of 5 new products, including market segmentation analysis, competitor analysis, and price analysis.
- Developed 5 new products by determining product costs, locating regulatory requirements and legislation, and defining the strategy how to break into untapped markets.
- Improved existing product performance by optimizing operational expenses and enhancing the quality-price ratio, resulting in a 15% increase in customer satisfaction.
- Wrote 2 proposals for ESG projects and implemented and monitored waste disposal and storage projects. Ensured compliance with regulations during waste transport and treatment.
- Handled the Environmental Impact Assessment (EIA) for an ESG project related to sanitation and remediation of underground water, as well as waste disposal, for 2 major clients.
- Prepared technical documents and training materials to support operational activities, improving efficiency and accuracy in day-to-day operations and reducing errors by 25%.
- ESG reporting to Ministry of Environment of Republic of Serbia (dossier of chemicals, annual waste report, emission of air pollutants and emissions of water pollutants) for more than 4 years.
- Provided expert guidance on chemical regulations and standards, including preparation of Safety Data Sheets (SDS) and monitoring safe storage of chemicals, improving overall chemical safety and compliance with regulations up to 100%.
- Collaborated with state authorities during 10 inspections, ensuring compliance with regulations and avoiding 10 penalties.

Engineer Specialist 2010 - 2014

NIS a.d. Serbia

- Coordination with the production of lubricants according to ISO 9001 including issuing orders for the production, communication with the laboratory for quality check, giving approval for filling process, etc.
- Managed inventory and materials in SAP (Materials Management Module), maintaining up to 1% discrepancy of accountant materials inventory with physical state of materials inventory.
- Created organizational schemes and provided administrative support during organizational changes, contributing to a smooth transition period.



It is hereby certified that
Ar dystir drwy hyn y derbyniwyd

SRDJAN SOKOLOVIC

has been admitted by Cardiff Metropolitan University to the degree of
gan Brifysgol Metropolitan Caerdydd i radd

MASTER OF BUSINESS ADMINISTRATION

Merit

On/Ar 29 July 2015 / 29 Gorffennaf 2015

Having been examined in accordance with the regulations of the University
Ar ôl sefyll arholiad yn unol â rheolau'r Brifysgol

Details of location of study and language of instruction/assessment used are set out in the
academic transcript

Ceir manylion am leoliad yr astudiaethau a'r iaith dysgu/asesu a ddefnyddiwyd yn yr
trawsgrifiad academaidd

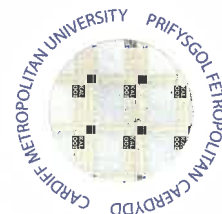
20089377


Vice-Chancellor



Cardiff
Metropolitan
University

Prifysgol
Metropolitan
Caerdydd



Issued: 29 July 2015

TRANSCRIPT

Student Name: Srdjan Sokolovic
Student ID number: 0007ADAD1113
Cardiff Met ID number: 20089377
Programme: Master of Business Administration (MBA)
Programme Commenced: Nov 2013
Programme Completed: Feb 2015
Award Date: Jul 2015

LONDON SCHOOL OF COMMERCE BEOGRAD
BEOGRAD
Broj 171/2015
Datum 29.07.2015 god.

Subject	Grades
Marketing Management	CR
Financial Management and Analysis	CR
Managerial Skills and Entrepreneurship	PS
Strategic Management	DI
International Business	PS
Managing Human Capital	CR
International Marketing Management	CR
Research Methodologies	CR



Aleksandra Krstić
Head of Academic Administration



Distinction (DI) = Above 70%
Credit Pass (CR) = 60% - 69%;
Pass (PS) = 40% - 59%;
Fail (FL) = Below 40%;
Fail (D) = Fail because of plagiarism