

CURRICULUM VITAE

PERSONAL INFORMATION

Name	Toni Apostolovic
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E-mail	toni.apostolovic@gmail.com
Nationality	Serbian
Date of birth	21.04.1976.
Gender	Male
Children	One

EDUCATION AND TRAINING

- Dates **1995 – 2000**
• Name and type of organization providing education and training University in Belgrade, Faculty of Electrical engineering, Belgrade
• Title of qualification awarded Department for Telecommunications
Batchelor of Science in Electrical Engineering
Graduated with an overall average 8,1 out of 10
- Dates **Jun 2007**
• Name and type of organization providing education and training Leading IBM
Training for
- IBM Top talents. I finished management training within IBM WTC

I was awarded as top performer for first half of 2007 and become member of "100% club"
- Dates **April 2007**
• Name and type of organization providing education and training IBM Training center Hungary
Training for
- IBM UNIX technology
- IBM POWER (IBM RISC processor) architecture
- IBM Service Oriented Architecture
- I'm awarded for best results in CEMAAS (Central, East Europe, Middle East, Africa, Austria and Switzerland for 2006
- Dates **October 2006**
• Name and type of organization providing education and training Montpellier France IBM education and research center

5 days of real banking presentation and benchmarking for National Bank of Serbia
- Dates **March 2006**
• Name and type of organization providing education and training IBM Education center Vienna, Austria

15 days of training for:
- presentation skills
- customer satisfaction handling
- problem handling
- real situation customer calls

WORK EXPERIENCE

- Dates **1st March 2009 – Today**

- Name and address of employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

CEO in Tim Systems doo Belgrade

ISV and system integrator

CEO

- **Making and implementing of sales and presales strategy for Serbian, Montenegrin, Bosnia and Macedonia market**
- **Making strategy for future product development in banking and insurance, healthcare, government and pharmacy**
- **Making marketing plan for improving awareness about ERP and Datawarehouse/business intelligence on Serbian and Bosnian market.**
- **Lead a highly professional team of 12 people (1 sales, 2 system architect, 5 software developers, 4 system engineers)**
- **Biggest projects**
 - Izvrsno Vece Vojvodine
 - Gradjevinska direkcija Grada Beograda
 - Informatika Novi Sad, Javno Preduzece
 - Opština Smederevo
 - Opština Bar
 - Vodovod Smederevo
 - Opština Zvezdara
 - Gradsko Zelenilo grada Novog Sada
 - Metals banka
 - Poste Republike Srpske
 - JTI
 - Yu Point Group
 - Droga Kolinska group
 - Beohemija
 - Dunav Osiguranje
 - Dunav banka
 - KBC Dr. Dragiša Mišović, Dedinej
 - Akreditaciono telo Srbije
 - Dunav reosiguranje
 - Raiffeisen banka
 - Opštinska uprava Trstenik , Vrnjačka Banja & Smederevo
 - Radio S
 - Kosig osiguranje
 - Sanofi aventis
 - Actavis
 - Ivancić i sinovi
 - Ministarstvo unutrašnjih poslova
 - Ministarstvo zdravlja

• Dates

- Name and address of employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

1st January 2008 – 28.2.2009

SRC Sistemske integracije, Beograd

Sistem integrator

Director of Sales department

- **Making and implementing of sales strategy for Serbian, Montenegrin and Bosnia market**
- **Lead a highly professional team of 10 people**
- **Planning strategy for gaining bigger market share and revenue**
- **Every day contacts with vendors and customers**
- **Biggest projects**
 - UniCredit bank document management solution 350k Euros
 - Volks bank Human Resource solution 60k Euros
 - Hemofarm Vrsac CRM solution 400k Euros
 - Raiffeisen bank mail and file extender solution 200k Euros
 - Gorenje
 - NLB Bank
 - Government of canton Tuzla
 - Elektro privreda of Republic of Serbska
 - Galenika

- Municipality of Kula
- Izvorsno Vece Vojvodine
- City of Belgrade
- City of Subotica
- City of Zrenjanin
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- Dates **1st January 2006 – 31st of December 2007**
- Name and address of employer **IBM World Trade Corporation, IBM – International Business Machines d.o.o, Bulevar Mihaila Pupina 6, PC Usce**
- Type of business or sector **Vendor company**
- Occupation or position held **System p sales manager for Serbia, Macedonia and Montenegro**
- Main activities and responsibilities
 - Making and implementing of sales strategy for Unix systems of IBM on the territory
 - Recruit, train and lead a highly professional team of 1 reports
 - Planning strategy for gaining bigger market share and revenue for IBM System p on the territory
 - Every day contacts with business partners and customers
 - Biggest projects:
 - Information System for Data ware house in Raiffeisen bank in Belgrade (200k USD)
 - Core banking system for Vojvodjanska bank (now part of National bank of Greece group) (350k USD)
 - Custom of Macedonia (Single electronic window project, passport issuing process) (250k USD)
 - Tax Authority of Macedonia (New information system) (650k USD)
 - Hardware infrastructure for SAP environment in Alkaloid Skoplje (50k USD)
 - Ministry of Internal Affair, Republic of Serbia, Mail infrastructure (95k USD)
 - Delta M holding SAP hardware infrastructure and core information system planning
 - Vojvodjanska bank card system (1 million USD)
 - Raiffeisen bank of Kosovo, new core banking system, hardware infrastructure for Temenos (225k USD)
 - Telenor billing system (167k USD)
 - Telekom Serbia internal systems (500k USD)
 - Telekom Serbia internal systems (phase 2) (350k USD)

*** This is only hardware and operating system (NO SERVICES)

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- Dates **18th of December 2000 – 31st of December 2005**
- Name and address of employer **Saga d.o.o Belgrade, Milentija Popovica 9, 11070, Belgrade**
- Type of business or sector **Information Technology (Sistem Integrator and Solution Provider)**
- Occupation or position held **Sun Microsystems system engineer (from December 2000 to November 2003), Sun and Hitachi Data Systems program manager (from November 2003 to 31st of December 2005)**
- Main activities and responsibilities

It was very demanding and challenging position. I was main engineer of one of four major sectors in the company. My sector was in the business of IT system integration and service providing for large enterprises. Our key customers were: Banks, Insurance companies, Telecoms, Industry etc. We were covering following fields: Server environments, DataBases, Operating Systems, Security, Storages and SANs, Disaster recovery, Document Management, Backup technologies and technical support.

Key responsibilities:

 - System installation and implementation
 - Negotiating and making the deals with customers. Making sure that customers are satisfied with delivered solutions. Building strong relationships with customers.
 - Making business plans and make sure to deliver revenue and profit to the company
 - Reporting to executive director for IT department and from 2004 to executive director for sales and marketing
 - Project management
 - Overseeing all ongoing projects in the sector.
 - Providing technical support to the customers according to strict Service Level

- Agreements.
- Implementation of QoS in Saga and implementation of ISO 9001 standard

Major projects:

1. Year 2001, Ministry of Internal affair (hardware systems for payrolls)
2. Year 2002, Telekom Serbia SMIN Projects
3. Year 2003, core banking system for: Raiffeisen bank, LHB Bank, Panonska bank, Privredna Banka Pancevo, AIK Bank
4. Upgrade of Raiffeisen bank, LHB and Panonska bank core banking system, Year 2004
5. Document management project for Panonska bank, Year 2005
6. New storage system, disaster recovery planning and procedure implementation for Raiffeisen bank in Belgrade
7. 3 projects in Telekom Serbia for fraud management system (EcTel software for fraud, Israel company)
8. Implementation of Storage Area Network in Raiffeisen bank, LHB bank and Panonska bank
9. Billing project in Telekom Montenegro and opening and establishing of new Saga Company in Montenegro for Support Services together with Montenegrin local company called ITAS.
10. I started project for new information system (Oracle e-business suite) in JAT (did not finish it because I leave Saga and went to IBM. This project is now in process of implementation)

**PERSONAL SKILLS
AND COMPETENCES**

MOTHER TONGUE **SERBIAN**

OTHER LANGUAGES

ENGLISH
ADVANCED KNOWLEDGE OF THE WRITTEN AND SPOKEN ENGLISH

COMPUTER USE

- Excellent knowledge of the Microsoft Office.
- Excellent knowledge of Solaris operating systems and storage technology
- Excellent knowledge of IBM System p products and AIX operating system
- Excellent knowledge of the Information Systems and Information Technology in general
- Excellent knowledge of the Serbian, Montenegrin, Bosnian and Macedonian IT market especially in banking sector, health care and enterprise.

ACADEMIC WORK **1996-97** Member of a team within Faculty of Electrical engineering starting project of 2nd mobile operator in Serbia (Telekom Serbia)

PARTICIPATION IN CONFERENCES	<p>January 2004, Amsterdam, Nederland – Workshop for Sun Microsystems software products</p> <p>March 2006, Prague, Czeck Republic – IBM workshop for Unix systems architecture Sun Microsystems IT strategies</p> <p>July 2003, Athens, Greece – Workshop organized by Sun Microsystems. It was about Business Continuity and Disaster Recovery solutions</p> <p>June 2005, Belgrade – Workshop organized by Veritas. It was about Enterprise Backup and Recovery Solutions.</p>
– SEMINARS	
SOCIAL SKILLS AND COMPETENCES	Sports: Basketball, Volleyball, swimming
ARTISTIC SKILLS AND COMPETENCES	Film, music and books
DRIVING LICENCE(S)	Driving license – B category
ADDITIONAL INFORMATION	<p>Personal profile:</p> <ul style="list-style-type: none"> • Highly self-motivated, strong work ethic, capable of teamwork • Very good interpersonal skills • Extensive experience in managing Sun sector in Saga • Extensive experience in managing sales team in SRC • Extensive experience in establishing new company organization. • Good understanding of working in vendor company • Fast learning, problem solving and troubleshooting skills • Using the latest hardware and software technologies available

ANEX – Biggest projects list

- Opština Bar - e - Government solution based on Microsoft .NET and Microsoft SQL server platform. Deal size 154k €. Sales cycle duration 9 months. Contact person: Major Mr. Žarko Pavićević predsednik@bar.me
- Beohemija - ERP solution based on Delphy and IBM informix platform. Deal size 150k €. Sales cycle duration 1,5 years. Contact person: Radan Samardžić IT director radan.samardzic@beohemija.rs
- Dunav Osiguranje - hardware solution for server and storage infrastructure. Deal size: 625k €. Sales cycle duration 6 months. Contact person: Ljubodrag Marković Executive director for legal and HR affairs
- Dunav banka - document management solution with integration with core banking software based on Oracle. Deal size: 100k €. Sales cycle duration 3 months.
- KBC Dr. Dragiša Mišović, Dedinej - ERP solution based on Microsoft, document management solution based on Microsoft and hardware infrastructure. Sales cycle duration 1 year. Deal size: 150k €. Contact person: Radisav Šćepanović Director radisav.scepanovic@dragisamisovic.bg.ac.rs
- Akreditaciono telo Srbije - hardware infrastructure. Sales cycle duration 1 month. Deal size 30k €. Contact person: Stojanović Jasna deputy manager jasna.stojanovic@ats.rs

- Dunav reosiguranje - Total solution for reinsurance based on Microsoft technology. Deal size 600k €. Sales cycle 9 months. Contact person: Branislav Savić General manager branislav.savic@dunavre.rs
- Raiffeisen banka - hardware solution based on Sun Microsystems servers. Deal size 1M € during 3 years. BI solution based on Cognos. Contact person: Saša Mitrović IT manager sasa.mitrovic@raiffeisenbank.rs
- S media group - total solution for radio media based on Microsoft platform.. Deal size 45k €. Sales cycle 5 months. Contact person Predrag Andelković CEO p.andjelkovic@smedia.rs
- Sanofi aventis - total solution for BI and sales based on Microsoft and IBM platform. Deal size 35k €. Sales cycle 1 year. Contact person Sead Sagdadi sales manager sead.sagdadi@sanofi.com
- Actavis - total solution for BI and sales based on Microsoft and IBM platform. Deal size 15k €. Contact person : Marko Stojković marko.stojkovic@actavis.rs
- Ministarstvo unutrašnjih poslova - green border project based on Thales solution. Deal size 4M €. Ongoing project. Contact person : Slobodan Petrović chief of cabinet slobodanp.petrovic@mup.gov.rs
- Volks bank Serbia - Human Resource solution 60k € based on Microsoft. Sales cycle 12 months. Contact person Zorica tođorović HR manager zorica.d.todorovic@gmail.com
- Delta M holding- SAP infrastructure project. Sales cycle 12 months.1M USD.
- Vojvodjanska banka - core banking system infrastructure based on Oracle. Deal size 500k USD. Contact person : Miloš Popović Deputy of GM for IT [+381 64 896 43 21](tel:+381648964321)