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## CURRICULUM VITAE

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Name           **Jan Potůček**  
Degree         Ing.  
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### Education

2007 – 2009   Czech Technical University in Prague, Faculty of Civil Engineering, concrete and traffic structures branch – master degree  
2003 – 2007   Czech Technical University in Prague, Faculty of Civil Engineering, traffic structures branch – bachelor degree  
1999 – 2003   Gymnázium Na Zatlance, Prague

### Employment history

currently      HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Commercial director  
Job description: Overall responsibility for the new order in traffic infrastructure segment (roads, railways, tunneling, earthworks, bridges) in scope 2 000 – 2 500 mio CZK per year. Direct managing of 20-25 specialists. Responsibility for overall management (4 members of the management) of traffic infrastructure division (350 employees) and the company.

2018-2020     HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Tender preparation director  
Job description: Overall responsibility for the tendering in the Traffic infrastructure division and cooperation on the business development in selected sectors. Tender teams management and marketing department management

- 2016-2018 HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Head of the Commercial Department  
Job description: Overall responsibility for the tendering in the Traffic infrastructure division. Tender teams management and marketing department management
- 2015 HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Head of the tender team – PPP project D4R7 in Slovakia  
Job description: Management of the 1.2 billion € infrastructure PPP project tender on behalf of HT CZ – member of CJV. Large international team (Czechs, Slovaks, Germans, Spanish) consisting of ca. 40 team members including external designers allocated in Bratislava. Reporting to the CJV board of directors and communication with SPV and LTA.
- 2011 -2015 HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Head of the tender team  
Job description: Tender team management (up to 8 team members, mostly large public tenders), reporting to the company management, independent bids elaboration, construction sites technical support
- 2009 - 2011 HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Technologist of traffic and civil structures  
Job description: Bids elaboration, traffic and civil structures technical solution and estimating, construction sites technical support
- 2006 – 2009 HOCHTIEF CZ a.s., Traffic infrastructure division  
Job position: Technical worker  
Job description: half time work experience in the Traffic infrastructure division commercial department
- 2005 SM7 a.s. (Dywidag)  
Job position: Blue collar worker  
Job description: D8 highway bridge building cooperation

## Language skills

English – advanced; C1 level

German – beginner

## Computer skills

Microsoft Office - advanced

Microsoft project – advanced

SAP – user experience

Tilos - beginner

## Driving license

B category

## Others

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|-------------|--|
| 2009        | Czech concrete consortium – Best diploma paper 2009 award                    |
| 2010        | 4 months Trainee ship rotation program in HOCHTIEF Solutions, Essen, Germany |
| 2011        | HOCHTIEF Solutions, Bucharest, Romania – tender team support                 |
| 2012        | HOCHTIEF CZ a.s. – Employee of the year 2012 award                           |
| 2013        | HOCHTIEF CZ a.s. – TWY-D Prague airport project execution                    |
| 2013 - 2014 | HOCHTIEF CZ a.s. – internal management academy                               |
| 2016        | HOCHTIEF CZ a.s. – Employee of the year 2015 award                           |
| 2016 - 2018 | HOCHTIEF CZ a.s. – Talent management program                                 |

## Interests

Sports (running, outdoor), economy, finance, technologies

8.6.2021

Jan Potůček

