DAVID KARHÁNEK - Curriculum Vitae

Resident in: Prague – Czech Republic Born: 1982 in Prostějov (Czech Republic)

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n http://linkedin.com/in/davidkarhanek





Profile

Chemical engineer with PhD and 10+ years' experience in academic research and development, in labs, quality management of industrial production and in international trade.

Full proficiency in English, German, Spanish, Portuguese, Czech and Slovak at negotiation level. Rich international experience.

Work Experience

Chemical Process Safety Engineer

Zentiva, Prague, Czech Republic

Lead in performing and evaluation of process safety tests (calorimetry, dust explosion hazards) applied to development in pharmaceutical manufacturing facilities.

Freelance Translator (02/2020 – 10/2020)

Various translation agencies, Prague, Czech Republic

Translation and review of chemistry/pharma, engineering, IT, legal (Eur. Commission), manuals, patents. Language pairs: German, English, Spanish, Portuguese <> Czech, Slovak. Project management, invoicing.

Sales Manager (02/2019 – 01/2020)

Mettler-Toledo, Prague, Czech Republic

Managing existing customers, customer acquisitions. Regular trips within the Czech Republic and Slovakia. On-site product presentations, expert advice. Preparation of offers, presentations, marketing support.

Key Account Manager & Business Development Manager

(11/2017 - 01/2019)

(10/2020 - current)

Oro Clean Chemie, Prague, Czech Republic

Managing portfolio of chemical disinfection products across the EMEA region. Consulting and sales, trade fair and marketing activities. Market research and development of new business opportunities.

Pharmaceutical Quality Assurance Specialist

(06/2017 - 10/2017)

Zentiva Group, Prague, Czech Republic

Managing products portfolio for contract manufacturing. Assessment of QA Agreements, Risks, CAPAs, Deviations, Change Requests, and Audit Plans. Processing customer complaints.

Language Teacher, Translator and Interpreter

(02/2015 - 01/2017)

Yázigi Novo Hamburgo & Yázigi Sapucaia do Sul, RS - Brazil

Teacher at private language schools, giving classes (English, German, Spanish) for students of various age and knowledge levels. Freelance translator and interpreter for multiple language combinations.

Retreading Sales and Quality Engineer

(02/2014 - 12/2014)

Vipal Europe GmbH, Hamburg, Germany

Quality engineer in truck tyre retreading process. Quality assurance of the processes in customer production plants in compliance with ISO 9001, continuous improvement, technical sales all over Europe.

Pharmaceutical Process Engineer

(02/2013 - 01/2014)

Lonza Biotec sro, Kouřim, Czech Republic

Process technologist in pharmaceutical biotechnology. Process supervision and optimization of cGMP and ISO 9001 compliant manufacturing facilities, documentation assessment and approval.

Freelance Translator and Interpreter

(01/2012 - 01/2013)

Various translation agencies, Tarragona, Spain

Translation, review and interpreting in the field of chemistry/pharma, engineering, IT, legal. Language pairs: German, English, Spanish <> Czech, Slovak. Project management, invoicing and sales.

Post-Doc Scientific Researcher - Chemistry

(06/2010 - 12/2011)

ICIQ (Institute of Chemical Research of Catalonia), Tarragona, Spain

Independent research project in computational materials science of catalytic reactions on metal surfaces, programming, publishing (congress talks, posters, scientific articles), project management.

Scientific Researcher - Chemistry

(10/2005 - 06/2010)

Faculty of Chemistry, University of Vienna, Austria

Independent research project on adsorption of molecules on metals by means of quantum chemistry, programming of new simulation methods, publishing (reports, thesis, talks, posters, scientific articles).

Language Skills

Czech native speaker Slovak bilingual **English** full proficiency German full proficiency **Spanish** advanced **Portuguese** advanced Catalan basic knowledge

Education

Doctoral Studies (Dr.rer.nat.) - Doctor of Natural Sciences (Chemistry)

University of Vienna, Austria

(10/2005 - 06/2010)

Specialized in: computational chemistry, materials chem., thermodynamics, programming PhD. thesis: "Self-Assembled Monolayers studied by Density-Functional Theory"

Master Studies (Ing., cum laude) - Chemical Engineer

Institute of Chemical Technology, Prague, Czech Republic

(09/2000 - 06/2005)

Specialized in: organic chemistry, catalysis, chem. technologies/engineering, thermodynamics

MSc. thesis: "The study of surface complexes in heterogeneous catalysis"

Semesters abroad:

- 2002 (6 months) Regensburg (Germany) study scholarship "Erasmus-Socrates" (E.U.)
- 2004 (3 months) Vienna (Austria) scientific research scholarship "Aktion" (ÖAD Austria)

Additional Education

- Courses related to chemistry / science / industry / sales:
 Summer school of computational chemistry (32 h), Prague / Czech Republic (2004)
 Writing scientific texts in English C1 (24 h), Vienna / Austria (2006)

- Occupational hazards (2 h), Tarragona/ Spain (2011)
 First aid (2 h), Tarragona/ Spain (2011)
 Retreading of tyres (494 h), Nova Prata/ Brazil (2014)
 Technology of elastomers (24 h), São Leopoldo/ Brazil (2014)
 Plastic extrusion technology (120 h), São Leopoldo/ Brazil (2016)
 Qualification and validation (6 h), Prague/ Czech Republic (2017)
 Essential selling skills (16 h), Prague/ Czech Republic (2019)
 Value selling training (16 h), Warszawa/ Poland (2019)
- Value selling training (16 h), Warszawa/ Poland (2019)

IT Skills

Administration & maintenance: MS Windows, MS-DOS, Linux/UNIX, SAP **Publishing:** MS Office suite, Internet, LaTeX, HTML+CSS web design, TRADOS

Programming: BASIC, C, MATLAB/Maple, FORTRAN, BASH

Other Competences

Social skills / "Soft-skills":

- experienced in working within multinational teams
- open and communicative acting, fair team-player

Organization skills:

- dynamic and independent work style
- responsibility and precision
- project management, team leadership