




UROŠ NIKOLIĆ

PROJECT MANAGER

CONTACT

 +381605656976

 nikolicu62@gmail.com

 Belgrade, Serbia

 [LinkedIn](#)

EDUCATION

VI Belgrade Gymnasium
September 2013 — June 2017
Department of Natural Sciences

University "Union Nikola Tesla"
Sremski Karlovci
September 2017 — June 2023
Bachelor's degree Information
Technology Management

SKILLS

- Organizational skills
- Team leadership
- Communication
- Problem solving
- Work under pressure



LANGUAGES

- Serbian(Native)
- English(Fluent)
- Italian(Basic)
- Slovenian(Intermediate)

REFERENCES

- [Volleyball Career](#)

ABOUT ME

With over ten years of experience in professional sports, I have honed skills that are essential for successful management. My objective is to leverage this expertise to lead teams with efficiency, streamline processes, and drive impactful results in fast-paced environments. I am dedicated to continuous learning and the application of innovative strategies to optimize project performance and deliver excellence.

WORK EXPERIENCE

Account Manager -Nova Tech 2024 - current

- Client Relationship Management: Developing trust with clients to ensure long-term partnerships(using different sales methods).
- Sales and Revenue Growth: Identifying upselling opportunities and meeting sales targets.
- Project Coordination: Managing resources to ensure successful delivery of services/products. Multi tasking: making portfolio, communication with team leader, navigation client through registration layout and payment methods(confirmations transaction with different banks), doing payment check with financial department.
- Problem Solving: Addressing client concerns and resolving issues promptly.
- Performance Monitoring: Analyzing client account data to identify trends and make improvements.
- Working in CRM Dynamic 365, Slack, Excel.

Professional Volleyball Player - Team manager, Calcit Volley 2023 - 2024 Slovenia, Kamnik

- **Led logistical planning and execution** for team travel, ensuring efficient coordination of transportation, accommodation, and scheduling for matches and training sessions.
Result: Minimizing delays and ensure team preparedness for every match.
- **Managed budgeting and resource** allocation to optimize travel arrangements while following to financial constraints
- Coordinated cross-functional efforts within the team, aligning schedules, communicating updates, and resolving issues to ensure fluid team functioning
Result: Saved 15% of travel budget, allowing for better allocation of resources.

Professional Volleyball Player, SPVB 2022- 2023 Poitiers, France

- Conducted in-depth video analysis of matches, identifying key patterns, strengths, and areas for improvement within both individual performances and team dynamics
Result: Improved team strategy by providing actionable insights.
Result: Increased team efficiency and cohesion on the court.

Professional Volleyball Player Verona Volley 2021- 2022

Serbia Volleyball National Team 2018- 2021