

LUKAS POSPISIL

BUSINESS DEVELOPMENT MANAGER

PEOPLE OF ZELENKA

Introducing Lukas, one of the latest stars in our ZELENKA constellation! Joining our ranks less than a year ago, he's already soared to the heights of our sales team, effortlessly guiding numerous clients to success under his wing.

„As you seek, so shall you find.“

You joined us last year in July. What are your impressions so far?

"I can say that I'm very happy here and I hope it stays like that. In fact, knowing that my supervisor is satisfied with my work only cements this feeling 😊."

How difficult was it when you first came to ZELENKA?

"Starting at a new company from scratch is always a challenge. Luckily, my accommodating and easy-going boss made my life easier at the beginning—thanks, Ondra! But he's certainly not the only one who deserves praise. Another pleasant surprise was the very friendly team of people here. And let's not forget about the invaluable training materials—top-notch quality, though they did keep me on my toes! Even now, I'm still absorbing their wealth of knowledge."

What's your role at ZELENKA?

"I work as a Business Development Manager. My task is to take care of our current customers and get new ones. With a knack for all things IT, I relish projects that delve into this topic—be it website translations or app adaptations."

What part of your job do you like the most?

"Closing a significant deal single-handedly. There's nothing quite like the rush of achievement and the promise of future successes. But beyond personal victories, my ultimate aim is to cultivate trust with our clients. Only with mutual trust can we build long-term successful partnerships, which is what we're all about here at ZELENKA."

Have you had a hard time with anything yet?

"Oh yes, I do recall a tough project like that. To translate, we had to figure out the layout of the source document with the customer. After loads of e-mails, and phone calls and an online meeting with the customer's graphic designer, we finally got a firm grip on it. Or so we thought. When things can go wrong, they do, so we had to overcome a few more obstacles over the course of the process and during delivery. However, I'd like to point out that even if things don't go smoothly all the time, at ZELENKA we roll up our sleeves, dive headfirst into the fray, and persevere until the job is done right."

That sounds almost a bit overoptimistic.

"Maybe, but I really have a great team of people around me, which is a game-changer. Another helpful factor is that there's always enough support and assistance—from all my colleagues and also supervisors. Plus, great fun and a good mood are always in the air around here 😊."

Speaking of a good mood, what puts you in one?

"I like helping others and singing. If I could combine these two activities and help others on a large scale by singing, I wouldn't do anything else. Which is also why I particularly enjoyed our Christmas party. There was a chance to try out karaoke. I couldn't let that slip away and I was able to showcase my vocal chops. And when the head of HR tapped me to help organize a contest, it felt like a warm embrace into the ZELENKA family, especially since it happened right after my trial period."

Do you have any motto which sums up your approach to life?

"I don't have one set in stone, I live by the belief that we find what we seek in life, and that we also reap what we sow. In other words, the people and things we surround ourselves with every day and the information we absorb largely determine how our lives turn out and what our relationships and the atmosphere we live in will be like."

