

CURRICULUM VITAE (F3.11)

1. Role proposed within the project: Project manager
2. Name: Rokas
3. Surname: Pocius
4. Date of birth: 1988-02-13
5. Marital Status: married
6. Education:

Institution (from – to)	Degree and schooling level:
2007 – 2010, International school of law and business	Bachelor's degree in Advertising management

7. Foreign languages: to indicate the level of competence from 1 to 5 (1 – fluent; 2 – advanced; 3 – intermediate; 4 – elementary; 5 - beginning)

Language	Reading	Speaking	Writing
Lithuanian	1	1	1
English	2	2	2
Russian	4	4	4

8. Member of professional bodies/associations: Member of scrum alliance:
<https://www.scrumalliance.org/>
9. Otherabilities: (e.g. P.C., etc.)
10. Current professional position: Project manager
11. Seniority at current work: Expert
12. Relevant qualifications for the project:
 - SCRUM ALLIANCE CERTIFIED ScrumMaster (2018/09/17)
 - UAB "ADA" PROJECT MANAGEMENT FOR PRACTITIONERS UNDER PMBOK AND IPA (2017/06/29-30)
 - UAB FRANKLINCOVEY LT PROJECT MANAGEMENT ESSENTIALS (2015/04/20)
 - UAB PROJEKONA MASTERY OF PUBLIC SPEAKING FOR PRACTITIONERS (2014/10/16-17)

- UAB TMD PARTNERS SALES: TOWARD PROFESSIONALISM (2013/09/23-24)
- UAB "LEG" SALES PRACTICUM. SUCCESSFUL REASONING AND EFFICIENT OBJECTION MANAGEMENT (2012/03/19-20)
- UAB TMD PARTNERS ACTIVE SALES IN THE PROCESS OF COSTUMER CARE (2009/03/13-14)
- UAB TMD PARTNERS "IN CLIENT'S SHOES" (2008/07/18-19)

13. Specific experience in projects (according to the criteria indicated in the Tender Document):

Project Name/project beneficiary	Main activities of the project	From – to (DD/MM/YYYY)	Responsibilities
AML import with third parties	Implement the import of a list of suspicious persons. Ensure the import of keywords provided in the document, implement the generation of additional KEYWORDS according to the rules described in specification.	09/11/2018 – 28/01/2019	Activity and resource planning. Controlling time management. Communicating with the Client regarding XML examples, parameterization etc. Analyzing and managing project risk. Monitoring progress.
Separation of SEPA INSTANT modules into an independent infrastructure	The scope of the project to provide a solution for the separation of SEPA instant payment integration services from other integrations, in order to ensure the uninterrupted execution of SEPA payments. The solution will be implemented using the functionality provided by the DOCKER software.	19/09/2019 – 08/09/2020	Developing project management plan and defining scope, creating a work breakdown structure. Monitoring the progress of a project. Work with the client to get formal sign-off that the project is complete.
Implementation of new customer (LTL union)	Transfer of a new customer to the Forpost system:	09/09/2019 – 05/05/2020	Arranging and conducting meetings with the client. Needs and expectations management. Project time

to Forpost system	<ol style="list-style-type: none"> 1. Loan and schedule migration. 2. Time deposit migration. 3. current account migration. 4. migration of share accounts. <p>migration of physical customers</p>		<p>frame planning, adjustment, updating. Preparation and implementation of the migration plan on "go live" day. Resource and activity planning. Organizing project team. Time control. Monitoring progress. Ensuring customer satisfaction.</p>
Changes to CENTROLINK 2020 Q4	<p>The CENTROLINK system adaptation to quarterly Q4 STEP2 and RTI system changes.</p> <p>The emerging Q4 functionality - CENTROLINK SCT INST scheme participants will have to inform immediately about unavailability CENTROLINK and RTI system participants.</p>	11/09/2019 – 20/11/2019	<p>Coordinating internal resources for the timely delivery of the implementation. Status reports preparation. Monitoring progress. Risk management activities.</p>

14. Professional experience

From - to	Location	Economic operator	Position	Description of main responsibilities
2014 – 2018	Vilnius	Ministry of defence, state enterprise „infostruktūra“	PROJECT MANAGER	Implementing new services and products in encrypted data transfer field. Developing cyber security and IT solutions. Liaison between SSDCN (Secure State Data Communication Network) IT department and the clients. Team management for given project, reporting and communication to internal and external stakeholders.


2013 – 2014	Vilnius	TEO LT	PROCUREMENT MANAGER	Participation in public procurement over “CVP IS”. Preparation and submission of documents. Building knowledge in procurement law and following its updates.
2011 – 2013	Vilnius	TEO LT	BUSINESS ACCOUNT MANAGER	Active sales for medium and large business. Building long-term partnerships by analysing customer needs and adapting individual projects for business development. Implementation of new projects and monitoring of ongoing ones. Liaison between TEO IT department and the clients.
2008 – 2011	Vilnius	BITĖ LIETUVA	CUSTOMER CARE CONSULTANT	Interaction with customers by telephone and email. Resolution of complains. Selling company's products and services in customer service process. Configuration of “smart phone” OS.
2007 – 2008	Vilnius	PR SERVICE	PUBLICATION DESIGNER (INTERNSHIP)	Text creation and editing. Article layout designing. Photo editing (basics). Brainstorming for given assignments.


15. Other relevant information (e.g., Publications)

16. Appendixes (copies of the diploma, certificates, references, etc.)

Certificates: 2 files plus translations

Joint reference letters issued by Fsquare

Name and signature. ... ROKAS POCIUS 

Authorized signature of the representative of the tenderer: ... 

Date (DD/MM/YYYY) ... 2021-06-18



UAB „Projekona“

PAŽYMĖJIMAS

liudija, kad

Rokas Pocius

2014 10 16-17 d. d. baigė 16 ak. val. mokymo programą

ORATORIAUS MEISTRIŠKUMAS PRAKTIKAMS™

ir geba:

Planuoti skirtingos trukmės pristatymą ir viešąją kalbą,
Tiksliai, efektyviai pristatyti ir argumentuoti savo poziciją,
Teikti ir priimti grįžtamąjį ryšį,
Valdyti savo emocijas viešos kalbos metu,
Valdyti auditoriją.



Igoris Vasiliauskas
Programos vadovas



Kristina Kovaitė
Direktorė

2014 m. spalio 17 d.

Vilnius

Nr. 4819

PROJEkona

Private Limited Liability Company "Projekona"

Certificate

attests that

Rokas Pocius

On 16-17/10/2014 completed 16 academic hours' training courses

ORATOR'S MASTERY FOR PRACTICERS™

and is capable of:

Planning presentations and public speeches of different duration,

Correctly and effectively presenting and arguing own position,

Providing and receiving feedback,

Ruling own emotions while speaking in public,

Managing the audience.

/Signature/

Igoris Vasiliauskas
Programme Manager

/Signature/

Kristina Kovaitė
Director

2014 October 17

Vilnius

No. 4819

PAŽYMĖJIMAS

Certificate

Šis pažymėjimas liudija, kad

ROKAS POCIUS

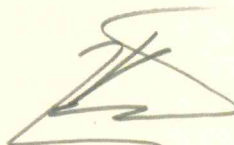
2013 m. rugsėjo mėn. 23 - 24 d. dalyvavo
mokymo programoje

**„Pardavimas: profesionalumo
link“**

Konsultantas
Darius Pietaris



Direktorius
Vilius Žemaitis



Registracijos Nr. 53223

While intelligent

people can often
simplify the complex,
a fool more likely to
complicate the simple.

Grumet, Gerald W.

TMD PARTNERS

Certificate

This certificate attests that

ROKAS POCIUS

In 2013 September 23-24 participated in training courses

Sales: towards professionalism

Consultant
Darius Pietaris
Director
Vilius Žemaitis

/Signature/

/Signature/

Registration No. 53223

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