

CONTACT

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LinkedIn · Petr Klimeš

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COMMERCIAL FOCUS

Team leadership
Sales coaching
International business
Commercial negotiation
Industrial & sports markets

MARKETS

Europe · North America
Australia

LANGUAGES

English · C2
Italian · Basic

EDUCATION

Technical University in Liberec
IT and Logistics
2009–2012
Degree not completed

Technical High School of Electrical Engineering
Electrical Engineering
2005–2009

Petr Klimeš

Commercial & Team Leadership

People development · International business · Practical AI

I started as an operator. Since then, I have led a quality-control team, managed international sales representatives and built my own technology business. I combine people development, commercial negotiation and practical AI workflows.

EXPERIENCE

Astra Dynamix

Founder & CEO

Jan 2026 - Present

EUR 40K revenue in the first year

Delivered camera-system projects for Tier 1 companies and established recurring service contracts with a solution delivery partner. Negotiated with Jaguar, Mobis, Adient and ZKW.

We build AI agents and train teams to use AI. Internally, we automate proposals, meeting preparation and follow-up, invoice administration and daily priorities.

Sova Digital a.s.

Sales Manager - Digitalisation Specialist

Jan 2024 - Feb 2026

EUR 300K in Tier 1 sales / two years

Developed industrial business in automotive digitalisation: dynamic simulation, digital twins and production optimisation.

Acquired customers including Adient, ZKW, Continental, Hyundai, Mobis, ZF and Vertiv.

HDTS a.s.

Sales Executive

Dec 2021 - Sep 2024

7 sales representatives across 4 countries · USD 1.2M HDC San Diego franchise

Led seven sales representatives across Slovakia, the US, Germany and Australia: recruitment, goals, coaching and commissions, working with the CEO.

Sourced, negotiated and closed our first US franchise in San Diego. Coached a new representative through the €500K Australian deal and negotiated the final agreement. Closed the €500K West Edmonton Mall project after three years.

SALES TRAINING

Peter Strcula
Sales Professional Training (twice)
Negotiation

TOOLS

ChatGPT · Codex
HubSpot · Salesforce
Microsoft 365 · SAP
Siemens Plant Simulation

MOBILITY

Open to employment and contract roles. International travel and relocation.

REFERENCES

Milan Lokšík
Technical specialist
+421 911 446 406

Zoltán Bohuš
Technical specialist
+421 903 690 687

Miloš Štochmal
Former direct report · HDTS
+421 948 784 464

Petr Klimeš

Commercial & Team Leadership

EARLIER EXPERIENCE

Hilti Slovakia, spol. s r.o.

Key Account Manager · Short-term contract

Apr 2021 - Nov 2021

EUR 90K in sales

Managed key accounts including Duslo, Slovnaft and Enviral, providing technical sales support, training and product demonstrations.

3M Slovakia, s.r.o.

Sales Representative · Czechia & Slovakia

Jun 2018 - Nov 2020

EUR 250K monthly industrial contract

Negotiated a transistor-coating contract generating EUR 250K in monthly sales. Managed around 10 distribution partners across Czechia and Slovakia, including contracts, renewals and discount approvals.

Matrix Trade s.r.o.

Sales Representative

Mar 2017 - May 2018

EUR 250K in new business / first year

Sold technical solutions to automotive OEMs and Tier 1 suppliers.

Hoeckle GmbH

Service & Operations

Jul 2014 - Dec 2016

Supported production relocation, technical training and machine maintenance, with hands-on experience in machining and warehouse logistics.

FlipIt, Czech Republic

Self-employed Co-owner

2012 - 2014

Managed property purchases and renovations, coordinating project teams.

HOKAMI CZ, s.r.o.

Team Leader

Jul 2012 - Sep 2012

Led a shop-floor team of 10+ people responsible for production testing and quality control.