



## Curriculum Vitae

### Informazioni personali/

#### Personal Information

Nome e Cognome / Name and Surname **Zivile Kraujalyte**

Genere / Gender Femmina

### Esperienze professionali/

#### Work Experiences

01/08/2018 -ESS (ERIC)

Section Leader of Detector Systems (Services Section) Responsible for: managing Detector Group projects (budgets, scheduling, delivery, construction, installation, commissioning), meeting milestones (e.g. Tollgate 5 (TG5), Beam on Target (BoT), First Science, Start of User Program (SOUP)) and interacting with partners / suppliers. Responsible for 3 labs (space: 1,200 m2). Leadership: 8 direct reports. Reporting line: Group Leader Detector Group. - Planned and supervised delivery and installation of various Detector prototypes - Drove 3 current projects through scheduled milestones (ongoing responsibility, budget of 10 M€) - Enhanced work environment by developing and introducing the Detector Group work culture program; increased employee satisfaction rates by 25% YoY

### Istruzione e formazione/

#### Education and Training

01/05/2002 - 01/05/2004 Executive MBA: ISM University of Management & Economics – Vilnius, Lithuania

01/05/2002 - 01/05/2004 Master of Management: BI Norwegian Business School – Oslo, Norway

01/09/1990 - 25/01/1994 Bachelor's degree in Nursing: Kaunas Medical Academy – Kaunas, Lithuania

### Competenze personali/

#### Personal Skills

Lingua madre / Mother tongue Lithuanian

Altre lingue / Other languages\* Livello / Level \*

English C2 - Fluente

German B2 - Alto intermedio

Swedish B1 - Intermedio

Russian C2 - Fluente

\*Autovalutazione / Self-assessment: [Quadro Comune Europeo di Riferimento delle Lingue](#) / [Common European Framework of Reference for Languages](#)

**Altre competenze/  
Other Skills**

Altre competenze / Other skills Effective commercial business leader with strong business acumen. Strong people manager with ability to build and motivate teams. Ability to achieve revenue targets while working within a financial budget. Identification of new markets and product "fits". Design strategies for revenue growth in core markets. Communicating / influencing / advising / persuading / negotiating. Planning to maximise activities and opportunities. People problem-solving issues, disciplinary matters, grievances, conflict resolution etc. Recruitment & selection.

Patente di guida / Driving licence F0100ITH931

**Ulteriori informazioni/  
Additional Information**

Sito personale / Personal web pages [www.linkedin.com/in/zivilekraujalyte](http://www.linkedin.com/in/zivilekraujalyte)

Ulteriori Informazioni / Additional Info