

# KACPER NOWICKI

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## PROFESSIONAL EXPERIENCE

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### Co-Founder | Anthracite *Oct 2024 – Present*

- Oversaw strategic targets and project execution, directing cross-functional teams to ensure end-to-end delivery met strict operational metrics and client deadlines.
- Engineered the financial infrastructure to track P&L, optimize project pricing, and monitor performance against firm-wide margin targets.
- Spearheaded B2B deal structuring and negotiations, leading commercial discussions to secure favorable pricing and operational terms with enterprise clients.

### Sales Manager | Syntetyk *Mar 2025 – Mar 2026*

- Drove 10% revenue growth y/y and improved average gross margin by 4 pp.
- Planned and executed sales strategy and pricing strategy, including workforce organization and sales team training
- Expanded the product portfolio by sourcing and launching new product lines with China-based suppliers, managing the process end to end. Expanded market presence by developing a new customer segment

### Sales Representative | Weda *Jun 2024 – Mar 2025*

- Executing direct product presentations and contract negotiations at key client headquarters.
- Securing major retail accounts through active prospecting and relationship-building.
- Managing promotional events, dealing with store supervisors – hiring and managing gig workers and necessary facilities.

### Tax (VAT) Associate | PwC PricewaterhouseCoopers *Jun 2023 – Mar 2024*

- Ensured accurate and timely filing of VAT returns for a diverse client portfolio across multiple industries.
- Monitored changes in tax legislation and translated them into actionable client advisory notes.
- Identified and implemented Excel-based process improvements that resulted in about 25 workhours saved per month

### Financial Analyst | Citrin *Dec 2021 – Jun 2023*

- Built distressed financial models and liquidity forecasts to assess company viability and cash runway under stress scenarios.
- Participated in settlement preparation and decision making process.
- Developed sensitivity and scenario analyses to stress-test assumptions on revenue, working capital, and debt service coverage.
- Automated recurring reporting tasks with Power Query and lightweight VBA macros, cutting preparation time ~50%

## EDUCATION

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### Master's Degree in Management | SGH Warsaw School of Economics *2023 – 2025*

- Minor: Project Management
- Thesis: Importance of Social Media Marketing in early-stage startups.

### Bachelor's Degree in Finance and Accounting | UEP Poznań University of Economics *2020 – 2023*

- Minor: Financial Markets
- Thesis: Profitability of short-term (1/30/90 day) contrarian strategy on WIG30 companies.

## TECHNICAL SKILLS

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- **Programming & Data:** Python (NumPy, Pandas, SciPy, backtrader), SQL, Excel, HTML, JavaScript, React, REST APIs,
- **Quant & Finance:** Quantitative financial modeling in Excel (VBA, Solver, Data Tables) encompassing derivatives pricing, Monte Carlo simulations, econometric forecasting, and portfolio optimization.
- **Fundamentals:** DCF, LBO, NAV, liquidation/replacement value, trading comps, and transaction comps.

## Project Portfolio

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For my Project Portfolio visit my website: [kacpernowicki.com](http://kacpernowicki.com)

## CERTIFICATIONS & LANGUAGES

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- Polish Stock Broker License/Licencja Maklera Papierów Wartościowych MPW NR 3979
- English — fluent (C2) Cambridge CAE Certificate; Polish — native.