

Mikolaj Pawel Sapek

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Multidisciplinary and data-driven junior professional with hands-on experience in building AI-powered workflows, automating research and marketing processes, and integrating APIs using tools like n8n, Make.com, and Python. Known for turning messy, unstructured data into clear, actionable insights. Combines technical skill with strong interpersonal and commercial intuition, shaped by years of working in high-pressure environments as a certified ski/windsurfing instructor and retail sales specialist. Passionate about political marketing, analog photography, and emerging tech. Currently exploring the world (38 countries and counting) through a blend of sport, culture, and curiosity.

EDUCATION

Master in Business Administration & Data Science

September 2025 – June 2027

Copenhagen Business School, Denmark

Bachelor in Management & Artificial Intelligence

October 2022 – June 2025

Kozminski University, Warsaw, Poland

- Graduated with distinction (thesis grade: 5.0 / A)
- **Thesis:** "The Impact of Third-Force Candidates on Voter Turnout in the 2020 and 2015 Polish Presidential Election and a Forecast for 2025"

Student Exchange – Business & Management

August 2024 – December 2024

Konkuk University, Seoul, South Korea

Global Summer Program – Asia Pacific Business

July 2025

Singapore Management University, Singapore

WORK EXPERIENCE

REDD – Real Estate Digital Data

Apr 2025 – Jun 2025 · Warsaw, Poland (Hybrid)

AI & Automation Intern

- Built internal automation workflows using n8n, Make.com, and OpenAI API to extract, analyze, and structure real estate news data for research and marketing teams
- Developed a daily AI-powered parser that reduced news analysis time from 36 hours to 20 minutes by integrating data into a shared Notion database
- Worked cross-functionally across Research, Customer Service, and Marketing departments to streamline internal data flows and documentation

Freelance Instructor

2020 – Present · Poland, Italy, Austria (Seasonal)

Certified Ski & Windsurfing Instructor

- Conducted training for clients across various age groups and nationalities
- Certified by SITN (**Polish Association of Ski Instructors**); pursuing **Euro Instructor certification**
- Built strong communication, trust-building, and adaptive teaching skills in outdoor environments

Sportano – Sporting Goods Retailer

Jan 2024 – Jul 2024 · Warsaw, Poland

Sales Specialist

- Supported customers in selecting personalized sports equipment tailored to specific sports and skill levels
- Delivered results in a performance-driven retail environment with sales targets and upselling strategies
- Honed client communication, product recommendation, and negotiation techniques in a fast-paced setting

TECHNICAL SKILLS

- **Programming & Scripting:** Python (AI workflows, data parsing), R (quantitative analysis), JavaScript (API interaction, DOM parsing)
- **Automation & Low-code Platforms:** Advanced n8n, Make.com, Notion (database scripting, custom dashboards), Google Apps Script
- **Data & Network Visualization:** Tableau, Gephi (network graph analysis), Notion dashboards, Google Sheets
- **API Integration & Parsing:** REST APIs, webhooks, Snitcher, Google Analytics (GA4), custom scrapers using CSS selectors & JSON
- **AI & Prompt Engineering:** OpenAI, Claude, Gemini – workflow design, content generation, data labeling, enrichment

ACTIVITIES & INTERESTS

Global travel & cultural immersion

- Visited 38 countries, driven by a goal to explore every region of the world
- Lived in South Korea and Singapore — developed deep intercultural awareness and adaptability
- Passionate about cultural exchange and local traditions

Creative & Visual

- Enthusiast of analog photography, especially candid street and natural landscapes
- Shoot fully manual on film; value patience, detail, and narrative framing
- Interested in visual storytelling and documenting real-life moments

Soft Skills

- Analytical thinking
- Adaptability & independence
- Cross-cultural communication
- Teamwork & client engagement
- Time management & ownership mentality

Languages

- Polish – Native
- English – Fluent (C1), IELTS Certificate

Outdoor sports & high-performance mindset

- Former competitive alpine skier (12 years)
- Certified instructor in skiing and windsurfing
- Actively engaged in climbing and tennis
- Sports experience has shaped my resilience, focus, and comfort under pressure

Political marketing & behavioral insights

- Fascinated by political marketing and behavioral data
- Explore how messaging, digital tools, and AI shape public opinion and social behavior
- Curious about the intersection of emerging technologies and human decision-making

Certificates & Licenses

- IELTS English Certificate – C1
- Ski Instructor Certification – SITN
- Windsurfing Instructor Certification – PSW
- Yacht Sailing License
- PADI Open Water Diver
- Driving License – Category B