



Rok
Meglič

DATE OF BIRTH:
20/06/1987

CONTACT

Nationality: Slovenian

Gender: Male



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ABOUT ME

Simplicity, honesty and authenticity are my core values that drive my belief and decision system.

WORK EXPERIENCE

01/05/2005 - 20/06/2006

Software developer

TRSPLET Anton Meglič s.p.

Creating a website using different open-source platforms like Magento, Opencart, Prestashop and developing different plugins/modules like imports/exports, payment systems, and other custom codes.

Škofja Loka, Slovenia

01/02/2006 - 01/09/2006

Information manager

MODI

The purpose of MODI (Montagne Digitale) was to inform the local townspeople about the benefits of Internet.

Tržič, Slovenia

01/06/2006 - 01/12/2006

Software developer

Pixi* labs d.o.o.

As PHP & Delphi Developer I was responsible for creating a configuration panel which connects Delphi ERP system and different open-source software like osC, ZenCart, Magento and the like.

Tržič, Slovenia

01/07/2007 - 01/04/2011

Software developer

KMAG d.d.

Programming a back-end Intranet system for complete control and operation of the company and dealers. Developing front-end pages like kia.si, which were connected to a back-end Intranet system for exchanging data (test drives, services, cars, price list).

Ljubljana, Slovenia

01/06/2008 - 01/05/2011

Software developer

Creatim Rzisnik Perc

Programming web applications for various Slovenian companies and improving Creatim Rzisnik Perc's main CMS (page core/credo core) system. The two biggest sites developed were nzs.si and mojazaposlitev.si.

Šenčur, Slovenia

01/05/2010 - 01/04/2012

Chief executive officer

- **Spletni sistemi d.o.o.**

Spletni sistemi d.o.o., spletnisistemi.si, and modulabs.com provided modules/ plugins for various open-source platforms, like Magento, Opencart, Prestashop, Wordpress, WooCommerce and others. We developed everything from local payment solutions (Moneta, Credit Card, Paysafecard, etc.) to global Magento/ Wordpress plugins like Magento Fast Product importer.

This was my first web company, which I started in 2010 and it reached 200,000€ in revenue in 2012. Made an exit in April 2012.

Naklo, Slovenia

01/12/2011 - 01/09/2013

- **Software developer**

Dobrodelno društvo Daruj.si

Co-Founder of a non-profit organization Daruj.si. I was in charge of specifying a complete technical solution and programming. We set up a working website from scratch.

Golnik, Slovenia

01/01/2013 - 01/12/2014

- **Project manager**

Rok Meglič s.p.

After selling Spletni sistemi d.o.o I went back to freelancing, offering consultancy and project leadership. Check my projects for more details.

Golnik, Slovenia

01/01/2015 - 01/12/2017

- **Business consultant**

Optiweb d.o.o.

I joined Optiweb in January 2015 and helped them increase their revenue from 300,000€ to 500,000€ in one year. It has been an amazing year with an amazing team! Looking forward to surpassing 1 million.

In November 2015 I became the 2nd certified Magento Solution Specialist in Slovenia. Whether as a seller, a manager, a consultant, or an analyst, this Magento Solution Specialist knows how to make the best use of Magento technology.

I was daily involved with Optiweb in year 2015 & 2016.

In 2017, having CEO experience @ Fitopets I shared with Optiweb my opinions where Optiweb could improve and what are the problems using Magento eCommerce, looking from customer point of view.

Škofja Loka, Slovenia

01/01/2017 - 01/12/2017

- **Chief executive officer**

Fitopets S.L.

My goal as CEO was to substitute owner from being one-mand band to systematised company which works without the owner. We went from being banned from Google SEO index, struggling with profit due to large team required to replace the owner, Magento code fixing & optimisation, whole checkout process conversion rate optimisation and analytics fixing (multi-domains, multi-languages). We improved design, fraud process and made a lot of internal process better.

In the second part we optimised the team required to work in the company, testing

every part of the company if it is profitable or not. Non profitable sections of the company was removed or automated.

Trough the whole process, Klemen Žnidar was educated as eCommerce Manager. He took over whole project in December 2017. Klemen did a great job learning and doing the most of systematisation work.

The goal was meet, the owner was removed, the whole company is systematised, all processes are documented and all knowledge of the owner was written to internal knowledge base.

All work was done remote.

Heavy work was also done by the Magento coder, Iztok Saksida. Quick daily support for customers was provided by Giulia. Aljaž Vavpetič, the owner of Fitopets/Fitoplus, helped me tremendously to grow as a person.

Las Palmas de Gran Canaria Area, Spain

01/09/2017 - 01/08/2018

● **Chief technology officer**

Sfashion.si

Bought sfashion.si from Blaž Zavrl. First step was to implement automation software for billing, then adding payment methods, simply checkout, fixing website problems. Nataša Grušovnik was helping trough marketing, product research trough family help. My sister was employed for helping packing and communication with the customer. sFashion.si was sold to Spletarium d.o.o. in September 2018.

Golnik, Slovenia

01/10/2017 - 01/05/2019

● **Chief executive officer**

WooNinja.si

sFashion.si was built on WooCommerce and we needed to built automation tools. From our need wooninja.si was built. Accounting connection was done trough Quibi.net where Andraž Prinčič helped a lot. Several other modules were build, shipping - GLS, eSpremnica, payments - Valu, UPN, NestPay, Bankart, Learnpay, 1 click upsell - beta, export modules - ceneje.si, jeftinije.hr. easydigitaldownloads.com platform was used. Kristjan Zaplotnik was main programmer here. Project was sold to ZGroup.

Kranj, Slovenia

01/01/2019 - 01/09/2019

● **Business consultant**

Providio d.o.o.

Working with the owners to identify the core problem with current information system, possible ways to integrate with other IT solutions and testing how implementation would work with MetaKocka - learning trough the process of implementation.

Kranj, Slovenia

01/01/2019 - 01/09/2019

● **Business consultant**

AdPlexity

Created system and processes for remote support team to improve speed and quality of support specialists. After initial system set-up I was working together with

support team to learn and create knowledge base about the whole eco-system that helps support specialists create high quality answers.

Kranj, Slovenia

01/09/2019 - 01/11/2019

● **Sales assistant**

Optiweb d.o.o.

Learning together with Eva to learn about website, eCommerce, PIM platforms technical facts and how to use this technical knowledge at sales process. Closed one website deal with major help of David.

Škofja Loka, Slovenia

01/11/2018 - CURRENT

● **Software developer**

KMAG d.d.

Added error reporting system and fixing PHP problems (e-notice, warnings) in PHP scripts and templates. Created knowledge base from learning how web system is working with other internal systems.

Ljubljana, Slovenia

01/03/2018 - 01/11/2018

● **Project manager**

EKWB d.o.o.

I have organised a team which took over EKWB e-project, moved all access from outsourced partners to EKWB, created knowledge base while working on tasks.

Team worked mainly on Magento eCommerce platform - mainly stabilisation and bug fixes, some modifications were also done on website.

Komenda, Slovenia

● **Business consultant**

FunnelFlux

Created system and processes for remote support team to improve speed and quality of support specialists. After initial system set-up I was working together with support team to learn about old and new product FunnelFlux Pro that helps support specialists create high quality answers.

EDUCATION AND TRAINING

01/07/2001 - 01/06/2006 - Kranj, Slovenia

● **Računalniški tehnik**

ISKRA

Computer programming.

EQF level 1

25/11/2015 - 25/11/2015

● **Magento Certified Solution Specialist**

Magento Commerce

01/03/2011 - 01/03/2011

● **The PHP Developer Certificate**

https://www.w3schools.com/cert/cert_php.asp

01/02/2008 - 01/02/2008

● **Zend Certified Engineer (ZCE)**

Zend Technologies

LANGUAGE SKILLS

MOTHER TONGUE(S): Slovenian

English

Listening
C1

Reading
C2

Spoken
production
C1

Spoken
interaction
B2

Writing
B2

Croatian

Listening
A2

Reading
A2

Spoken
production
A2

Spoken
interaction
A2

Writing
A1

VOLUNTEERING

01/12/2011 - 01/09/2013

● **Daruj.si co-founder**

Kranj

I've created a complete system for transparent charity payments, from webpage CMS, a database of charity story entities, social integration to payment integration (credit cards, bank system, PayPal, etc.), the view/export of all transactions and calculations.

229 members on Daruj.si helped 21 families with 7,183.03 € of donations - most work on understading families and sharing their story was done from @Nataša Grušovnik. Design and co-operation with Nataša for stories was done by @Kristian Lev.

PUBLICATIONS

● **Kako do podjetja, ki je samostojno in ne potrebuje dnevne intervencije direktorja**

2016 <https://startaj.finance.si/8852243>

Posel 2030 - Finance.si

Kako imeti poleg vsega dnevnega dela še čas za razvoj samega podjetja? Iščem, brskam, klikam in končno najdem točno to, kar potrebujem. Ko produkt postane podjetje! Opremljen z vsem teoretičnim znanjem sem si zadal cilj, da bo pri naslednjem podjetju drugače! Zastavil sem si cilj, da v novem podjetju ne bom opravil nobenega programerskega dela. Postavil bom sistem, ki ga pogajajo ljudje in ne obratno. Mi je uspelo?

● **En človek ne sme nositi bremena celotnega podjetja**

2016 <http://www.delo.si/gospodarstvo/kariera/en-clovek-ne-sme-nositi-bremena-celotnega-podjetja.html>

Časopis DELO

Standardizacija delovnih procesov in delegiranje ekipi je za podjetje bistvenega pomena. Težava majhnih timov je ponavadi, da so vodje tudi tržniki, skrbijo za računovodstvo, razvoj. A če osem ur porabiš za prvo dvoje, se nimaš časa ukvarjati z načrtovanjem prihodnosti podjetja,« pravi Rok Meglič, ki zadnji skoraj dve leti s svetovanjem podpira podjetje Optiweb pri njegovi rasti.

● **Povabi.si ali kako je geek zaradi ljubezni do 'fuzbala' razvil aplikacijo za organizacijo dogodkov**

2013 <https://www.netokracija.si/povabi-si-ali-kako-je-geek-zaradi-ljubezni-do-fuzbala-razvil-aplikacijo-za-organizacijo-dogodkov-44056>

Netokracija.si

Povabi.si je sistem za preprosto organizacijo dogodkov, pri katerih potrebujete hiter odziv povabljenec. Storitve že nekaj časa deluje na spletu, sedaj pa je na voljo tudi kot aplikacija za Android naprave. IOS verzija je še v razvoju, ekipa Povabi.si na čelu z Rokom Megličem pa je bila med 11 ekipami prve generacije pospeševalnika TSstartup, ki je pretekli ponedeljek razglasil zmagovalce in napovedal natečaj za naslednjo generacijo.

RECOMMENDATIONS

● **Miha Lavtar – CEO @ Optiweb.com – miha.lavtar@optiweb.com**

In 2015 we started a deeper cooperation with Rok. Good results were obvious right away, as with his cooperation many things have improved. The main focus was to improve processes, get bigger clients and increase company value. Rok's main competences are honesty, positive energy, selfless assistance to coworkers and ingenuity. He is always there for a conversation and ready to help, no matter what the issue is. He is not just a good entrepreneur but also a good and trustworthy man, which is a very important quality in business.