



PERSONAL INFORMATION

Mihaela Trbojević

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WORK EXPERIENCE

April 2025 - present

Member of the Management Board

Span d.d.

Member of Management Board, responsible for managing our products and services. Since joining Span in 2008, I've worked on building and developing our service and solutions management system to support long-term growth. My role involves shaping Span's portfolio and establishing key partnerships with leading technology companies, all aimed at supporting our business goals and delivering a consistent customer experience. With a broad scope of responsibilities, I've been involved in many areas of our operations. My knowledge of Span's organizational and technological processes helps us adapt our offering to market needs and strengthen our position in the industry.

January 2025 – April 2025

Senior Director, Product and Portfolio Management

Span d.d.

As a Senior Director of Product and Portfolio Management, I am responsible for managing a diverse service portfolio, ensuring alignment with business goals and market needs. I lead decision-making to maximize growth and profitability. Collaborating closely with marketing, sales, and customer success teams, my team drive product adoption and revenue. My strong collaboration with engineering, design, and operations teams ensures the successful execution of portfolio services. Over the years, I have established and nurtured key vendor relationships, ensuring strategic alignment and business success. I oversee Vendor management team, establishing strong partnerships and negotiating contracts to support product and business objectives. I also lead Bid management team and processes, delivery of tender proposals and ensuring alignment with company goals. Key focus of Presales Team that I manage is Span Microsoft partnership, strengthening the relationship as our prime vendor and overseeing all aspects of partnership levels, including advanced specializations and designations. By optimizing our Microsoft partnership, we maximize the value we derive from Microsoft's ecosystem, driving business growth and competitive advantage. I track

key performance indicators and financial performance to measure success and identify improvement opportunities, driving continuous enhancements in portfolio strategy and market positioning.

November 2020 - December 2024

Product Marketing Director

Span d.d.

Product Marketing Director

June 2019 - October 2020

Solution Sales Manager

Span d.o.o.

September 2013 - May 2019

Presales Manager

Span d.o.o.

July 2008 - August 2013

Product Manager

Span d.o.o.

August 2007 - August 2008

Sales representative

Amis d.o.o.

EDUCATION

October 2001 - October 2006

Graduate Engineer of traffic

Faculty of Transport and Traffic Sciences

KNOWLEDGE AREAS

Microsoft cloud technologies, M365 platform, Azure platform, Cybersecurity, Hybrid infrastructure, AI