



Vendula Přibyllová

SALES PROFESSIONAL · FASHION FAN · PILATES ENTHUSIAST

ABOUT ME

Commercial healthcare professional with 4+ years of experience driving growth and market adoption of innovative cardiovascular therapies. Passionate about building long-term partnerships, identifying growth opportunities, and delivering measurable results in complex medical environments.

Responsible, purposeful, and performance-oriented — I bring a competitive mindset to everything I do, shaped by years of professional athletics. Outside of work, I enjoy Pilates, long walks with my dog, travelling, and recently a lot of reading.

WORK EXPERIENCE

Sales Representative – Coronary 07/2021 – present
Medtronic Czechia s.r.o.

Sales lead for the Coronary and Renal Denervation portfolio across the Czech Republic, responsible for strategic account development, physician education, and commercial execution. Progressed rapidly from regional sales to **full national responsibility**, driving revenue growth and long-term key account partnerships.

Since 2025, leading the launch and market development of **Renal Denervation therapy** in the country — coordinating across hospitals, insurance companies, and international proctors to establish a completely new treatment pathway and expand patient access to innovative cardiovascular care.

B2B Key Account Manager 11/2020 – 06/2021
WESTech CZ s.r.o., Ostrava

Managed a portfolio of B2B customers across sales activities including pricing, ordering, and invoicing. Built and maintained partner relationships while representing the company in public tender processes.

Team Leader & Event Org. Team Member 10/2019 – 10/2020
OKIN BPS a.s., Ostrava

Led a newly formed team of 20+ people through a rapid ramp-up, consolidating multiple order-processing roles into one. Responsible for escalations, prioritisation, and team performance during intensive growth.

Various Roles (Order Mgmt, Supervisor, TL Deputy) 11/2015 – 09/2019
OKIN BPS a.s., Ostrava

CONTACT

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LANGUAGES

Czech Native

English B2

DRIVING LICENSE

Category B (active driver)

KEY SKILLS

B2B Sales

Key Account Mgmt

Coronary Portfolio SME

Project Management

Negotiation

Public Tenders

People Development

Team Leadership

EDUCATION

Palacký University Olomouc

Faculty of General Medicine

2010 – 2015 · not completed