

MICHAL KOSNIK

[linkedin.com/in/mchlmrtn](https://www.linkedin.com/in/mchlmrtn) | michal.kosnik123@gmail.com | **Personal Portfolio**

EDUCATION

Lancaster University - BSc Business Analytics (Study Abroad) SEP 2022 – JUL 2026

Notable technical tools used and skills learned (and relevant modules):

- **Excel**, including **VBA** and **Macros** (*Tools and Techniques for Business Analytics, Advanced Spreadsheet Modelling*)
- **LINGO/LINDO** (programming language used for *Optimisation* module)
- **Python** (*Optimisation*)
- **R** (Programming language for *Business Forecasting* module)
- **Witness Horizon** (Program used for *Business Modelling and Simulation* module)

Universidad de Navarra (Spain) - Year Abroad

SEP 2024 – MAY 2025

Notable technical tools used and skills learned (and relevant modules):

- **Excel** (*Applied Business Tools, E-Commerce, Business Case Analysis, E-Commerce*)
- **CapCut** (Video editing software used for *History of Cinema* module)
- **Adobe Lightroom** (*Introduction to Photography*)
- **Adobe InDesign** (*News Design*)

Other modules (including coursework and briefs) can be found in my **Personal Portfolio**.

Sir William Borlase's Grammar School

SEP 2020 – JUN 2022

A-Levels: Psychology, Art, Economics

EXPERIENCE

EdKo

JAN 2026 – PRESENT

Part-time AI Workflow Engineering and Graphic Design.

- Building and integrating **AI agents** and systems to augment and automate workflows using various tools including **OpenClaw**, **Claude**, **Google AI Studio/Gemini CLI** and other technical tools
- Creative vision and design language- designing graphical assets including logos, documents and other digital media using **Adobe Suite** and other creative tools

Stealth Startup

JAN 2025 – PRESENT

Part-time Intern at a 'Stealth Startup' in the PropTech industry.

- Researching and prospecting leads; automating this process using custom-made **Python** and **AI** programs
- Compiling, organising and maintaining this data in internal company database of **~1000 leads**; importing to **Hubspot**
- Basic market size research and creating reports, aided by frontier agentic deep research tools

NexaReg

JAN 2025 – DEC 2025

Various roles in helping build *NexaReg*- a family start-up in the medical regulations industry.

- Researching potential leads and contacts using LinkedIn, Moody's '**FAME**' and other tools and resources
- Creating media/social media assets with **Adobe InDesign** and **Photoshop**
- Managing I.T systems and company digital assets, media and documentation across local and shared cloud environments such as **Google Drive**; including overseeing access to technical AI repositories on **GitHub**
- Developing a web-hosted **AI** Discord bot/agent using **Python**, integrated with internal company systems for automation

SourcedByMK

Est. ~JAN 2020

Founder and CEO of *SourcedByMK*- a sneaker and streetwear reselling and personal shopping business.

- Procurement- Sourcing, purchasing, receiving and inspecting merchandise from multiple sources: online vendors, reseller networks, international wholesalers, etc
- Omnichannel sales and logistics: social media (in person, international shipping), online marketplaces, consignment, etc
- Accounting and financial management (*some statements available for years 2021 and 2022 in Personal Portfolio*)
- Designing logo, business cards and other graphics, as well as creating different forms of creative content for social media
- Managing social media- content creation, communication with clients, marketing, advertising and optimisation
- Successfully scaled operations from inception to planned business exit and asset liquidation; with **6-figure profits** and **~500 total sales** over its lifetime.