



“Innovation is seeing what everybody has seen and thinking what nobody has thought.” (Dr. Szent-Györgyi Albert)

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### PROUD OF

- **Outperformed competitors in terms of sales growth in the home market** while at the same time achieved the highest growth percentage in the Central and Eastern European geographic region
- **Successfully completed acquisitions** of both portfolios to manage as well as entire bigger local competitors
- **Improved the market share position of ALD:** from rank 13 to number 1 within 5 years

### AWARDS

- **Gold CSR Recognition** (EcoVadis - 2018)
- **TOP International Key Account Fleet Growth Award** in the Other Europe Region (ALD - 2017)
- **Best Business Development** (ALD - 2016)
- **Cooperation Award** - Small and Medium Subsidiary (ALD - 2015)

### PROFESSIONAL EXPERIENCES



ALD Automotive Hungary  
2008 - 2018

**Commercial Director and  
Head of Quality Management**  
2013-2018

Single-handedly developed the successful local sales strategy and implemented the action steps necessary for the continuous achievement of the ambitious sales targets.

Best IKA Growth Award - ALD International - 2017

#### **Corporate Development:**

Managed a successful merger of a bigger competitor in 2016  
Responsible for the acquisition of a portfolio to be managed in 2015

#### **Business Development Management and Sales:**

In charge of an annual turnover of 70 Million EUR resulting into an annual profit of EUR 10 Million in 2017 (37% of the HUB - Region)  
Full P&L responsibility for a car fleet of 15,000+ vehicle  
Measured client satisfaction is over 8 on a 10 point scale resulting into a loyal client base of 900+ TOP names in the Corporate Sector  
Achieved leading market share of 25+% in the Hungarian market place

#### **People Management:**

Leading the team of 6 Direct Reports  
Building a sales team of 30+  
Training and developing all sales team members

#### **Process Management and Service Quality:**

Led the successful implementation of ISO 9001:2008  
Successful transition from ISO 9001:2008 to ISO 9001:2015  
Ensured outstanding ISO audit reports in the last 5 years  
Chaired the New Product and Project Development Committee  
Business sponsored key projects crucial for the business

**Head of Sales and Marketing**  
2008-2012

Improved sales through the introduction of an active lead generation  
Implemented new motivational systems for sales team  
Ensured the achieved the pre-set annual sales targets  
Over-achieved turnover and profit expectations  
Managed all marketing related spending and processes

Responsible for HR activities until 2016


## SOFT SKILLS


- Time Management
- Problem-solving
- Written and verbal communication
- People Management
- Happiness Manager


## STRENGTHS

- Perseverant
- Motivator, leader
- Innovation oriented
- Hard-working
- Optimistic attitude
- Determined
- Pro-active

## LANGUAGES

 Hungarian - mother tongue

 English - professional proficiency

 Spanish - beginner

## HOBBIES

- Sport activities
- International travelling
- Life-long learning

## PROFESSIONAL EXPERIENCES



**LeasePlan Hungary**  
2005-2007  
**Sales Manager**  
2006-2007

Responsible for sales activities  
Developed sales manuals, updated process descriptions and managed service level agreements (SLA)  
In charge key clients also from TOP200

**Training and Quality Supervisor**  
2005-2006

Prepared client service and key account cooperation rules  
Prepared training materials and managed orientation training courses for the new employees  
Established a new process for client care team, measured and monitored their actual knowledge

**Sykes Central Europe**  
2002-2005

**SAP Sales Specialist**  
**Contact Center and Telemarketing Teamleader**

Responsible for telemarketing campaigns and complaint handling  
Managed the new inbound Call Center for SAP

## EDUCATION

Budapest University of Technology and Economics  
2011-2013  
**Master of Business Administration (MBA)**

Specialization: Finance and Management Studies

College of Eszterházy Károly  
2002-2005  
**Bachelor of Arts in Economics (BA)**

Specialization: Marketing and Economics of the European Union

## COURSES AND TRAININGS

- Advancing Negotiation Skills Training - Scotwork
- Leadership Training - AON/Hewitt
- Special MBA Course - Rochester Institute of Technology
- European Union Special Course - Jean Monnet Project