Andras Peter Romanek

Mob: +31 6 3075 2254
E-mail: romanekandras@gmail.com
SFDC: trailblazer.me/id/aromanek
LinkedIn: /in/andrasromanek/
Web: www.andrasromanek.com

SALESFORCE CERTIFICATIONS:

Salesforce Certified Administrator

SF TRAILBLAZER SUPERBADGES:

Security Specialist
Process Automation Specialist
Lightning Experience Rollout Specialist

SF TRAILBLAZER ACHIEVEMENTS:

 Ranger Rank
120+ Trailhead Badges

TECH STACK:

● React	● VS Code
● JavaScript	● Node.js
● HTML	● Mongo DB
● CSS	● Firebase DB
● VBA	● MS Power BI
● Bootstrap	● GitHub

EDUCATION:

MA in Economics.
Corvinus University of Budapest

LANGUAGE SKILLS:

● English	fluent
● German	fluent
● Russian	fluent
● Hungarian	mother tongue
● Polish	mother tongue
● Dutch	intermediate

RECENT WORK EXPERIENCE:

AP Romanek – Tilburg   Jul 2020 - Present
SalesForce Administrator (developing my own org)

Created a Star Wars themed Org focused on goal setting and goal achievement. Personalized the **SalesForce Lightning**-platform with a focus on personal development and jobsearch. Developed custom objects, fields, reports and **process automation**.

NCT Holland B.V. – Breda   Jul 2018 - Jun 2020
Account Manager for Poland, Hungary and the Baltic states

CRM Consultant - Advised with regards to CRM development and requirements.
CRM Champion - Created a prototype CRM with automated offer generation.
Standardized incoming offers to a format compatible with the company ERP system.
Process Automation Champion - automated sales related processes. 80% time saved.
Email automation specialist - wrote macros generating professional emails from Excel.
Sold plastic commodities to a portfolio of customers in Hungary, Poland and Baltics.
Nurtured existing relationships, activated passive customers and developed new ones.
Followed up on payments, on call deals and sample approvals.
Visited customers, attended international trade shows and other business events.

GE Industrial Finance WCS TPS – Breda   Sep 2016 - Mar 2018
Account Manager / Country Leader

SalesForce Superuser - Helped my team with CRM implementation and best practices.
Prepared weekly data loads packages for **SalesForce Classic**.
Drove commercial roll out of GE's Supply Chain Finance platform.
Negotiated and structured early payment terms in the DACH and CEE region.
Coordinated back office tasks and aftersales supplier management.

Granada IT Components Europe BV – Rotterdam   Nov 2015 - Jun 2016
Intel Server Components Trader

CRM Administrator - Maintained and updated product database in MS Dynamics CRM.
Managed existing foreign customers in CEE, CIS.
Generated new business via sourcing and sales of Server Components.
Managed RMA and payment related issues.

DRIVERS LICENCE: A, B
HOBBIES: Traveling, martial arts, sports, self development.
OTHER: Mensa HungarIQa certification of above 135 IQ