



GERGELY ALMASI

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ABOUT ME

- To broaden my horizons, after 12 years in retail/sales, I delved into IT in 2022, **adapting to the technological evolution** that is so typical of the market. Accordingly, I obtained a **Frontend and then a Fullstack-API Developer** qualification at the EU-funded intensive programming course of the "GINOP-6.2.8-20 Újratervezés Program"
- During the Fullstack training, we gained significant experience in CI/CD development (GitHub, JIRA) in a "simulated work environment" in a team of 5, during which we developed a ticketing application together, following **agile SCRUM methodology**.
- In the development of my project work detailed below, I have been mostly immersed in **MERN technologies and RESTful API**. I wrote tests in JEST.
- Currently, I am seeking opportunities in **Sales/Business Development Management, programming/development support, and other management roles** where I can leverage my sales/business development background alongside my IT skills. I have **10+ years of management experience**.



EDUCATION

FULLSTACK-API DEVELOPER

2022

GREEN FOX ACADEMY

MongoDB, Express.js, React, Node.js, NodeMailer, JWT, JEST, Docker, OpenAPI/Swagger, JIRA, Semantic-UI-React, RESTful API

FRONTEND DEVELOPER

2021

GREEN FOX ACADEMY

Javascript, HTML, CSS, SASS, Bootstrap, Git, GitHub, Firebase, Cloud Firestore

MNB LICENCE

2011

CENTRAL BANK OF HUNGARY (PSZÁF)

Insurance and Financial Service Intermediary Licence

BSC

2010 -

BUDAPEST COLLEGE OF MANAGEMENT

Economist in Business Management and Administration

OTHER COURSES

STOCK EXCHANGE AND OPTION TRADING

Trading experience (stock, cryptocurrency)



SKILLS

- React, Express.js, Node.js, MongoDB, RESTful API
- Agile SCRUM methodology
- GitHub, JIRA
- Outstanding problem solver
- Structured mindset, system thinking
- Fast learner
- Team player
- Communications trainer
- Hungarian - native
- English - advanced
- German - C1 (passive)



PROGRAMMING PROJECT

FULLSTACK WEB APPLICATION

REPOSITORY
PUBLISHED

INVENTORY-BROWSER

github.com/Skill4fun/Inventory-Browser
<https://inventory-browser.web.app/>

FRONTEND React, Semantic-UI-React, Docker

BACKEND Node, Express, MongoDB, Docker, JWT, NodeMailer

TEST JEST, Mailtrap

DOCUMENTATION OpenAPI/Swagger

The aim of the application is to organize and display the current stock data of an international company distributing electronic devices and computer accessories according to different purposes in a user-friendly way. (~3000 products)



WORK EXPERIENCE

IT PROJECT MANAGER

2023 - 2024

UNIXINO LTD / BUDAPEST

- Managed technology processes and development projects at a software company
- Interacted with customers and business partners, drafted product specifications, and prepared quotations
- Oversaw all aspects of development projects, from needs assessment and design to implementation and delivery
- Contributed to budget planning and resource allocation, while also shaping the company's IT security and risk management standards

REGIONAL BUSINESS DEVELOPMENT MANAGER

2020 - 2023

PLATINET SA / BUDAPEST-KRAKOW

- Developed business opportunities at a Polish-based company specializing in international electronic device distribution
- Cultivated and managed B2B partnerships, expanding export sales channels in targeted regions (HU, AT, DE)
- Formulated pricing strategies and generated sales quotations to optimize profitability
- Supported brand enhancement efforts, coordinated online marketing campaigns, and facilitated participation in sales events and expos (e.g., IFA - Berlin)

BUSINESS DEVELOPMENT ADVISOR

2018 - 2019

PHILIP MORRIS HUNGARY LTD / BUDAPEST

- Contributed to regional market share and turnover growth during the national launch of "IQOS" tobacco products

SALES MANAGER

2016 - 2017

OVP.HU / ORSZÁGOS VÁLLALKOZÁSFEJLESZTÉSI PROGRAM / BUDAPEST

- Developed and implemented sales strategies for an online enterprise development portal (SME), establishing robust sales channels

HEAD OF OPERATIONS, OWNER

2015 - 2020

STARTER CONCEPT LTD / STARTER PUB / STARTER CLUB / BUDAPEST

- Founded and managed Starter Pub and initiated 'Starter Club' event series, fostering entrepreneurial spirit among students

BRANCH MANAGER

2011 - 2015

OVB VERMÖGENSBERATUNG AG / BROKER - FINANCIAL CONSULTING / BUDAPEST

- Led the sales team as Branch Manager from 2013, providing professional and sales technical trainings to enhance team performance and product knowledge