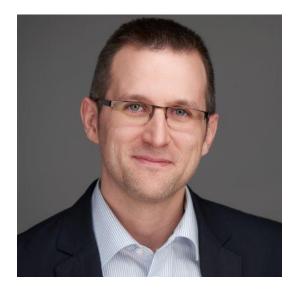# Gábor Bakos

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🎓 Educational background

Budapest Metropolitan University

Executive MBA for IT - 2015.

Budapest Tech Polytechnical Institution, BSc

Telecommunication informatics module - 2005.

💼 Professional experiences

Sales Manager – in progress

2021 2022

Passed Informatics Ltd., Budapest

- Pricing and negotiations with business executives and IT management, using Teams and Zoom
- Introducing outsourcing services solutions for testing, focusing on bigger software development partners
- Business development activities, cooperation wtih HR&Marketing

Sales Manager – cloud services pricing and negotiation

2019 2021

RackForest Ltd. and Servergarden Ltd., Budapest

- B2B consultative sales activities to existing and new customers
- Pricing and negotiations, using Teams, Skype and Slack
- Coordinating and organizing of the tasks with the IT, Tech Support teams in connection with the hosting and cloud service portfolio

IT Project Manager – network ReIP and preparation for IoT

2018 2019

MagiCom Ltd. / GE Hungary Digital, Budapest

- Complex networks and IT HW/SW business area, providing business and project management tasks for MagiCom/GE Digital's international strategic partner – industrial segment, US and EU region
- Pricing and negotatons with GE site managers and motivating the implementation team members
- Developing and operating project related processes and reports

Key Account Manager, Business Consultant – SW. dev.

2015 2018

Neuron Szoftver Ltd., Budapest

- Pricing and negotiation with corporate customers, presenting IT and premium business services – management SW tools
- Participation in GDPR and product development project preparation
- Keeping in touch with key clients and partners, ensuring customer satisfaction

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in /in/gaborbakos

🏳 Language skills

English | B2 – Upper Intermediate

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🛠 Personal skills

good communication
innovative approach
striving for quality
taking responsibilty
solution finder

🚗 Driving licence

Category B, the number of kilometers without an accident is appr.450 000 km

Business Consultant – Mobile Data Center product dev.

2014
2015

Velora cPlc., Budapest

- Business process design, negotation with potential new clients and partners
- Leading and supervising data center and networking projects, from the presales to the implementation phase
- Participation in product development, New Product Introduction (NPI)

ICT Services Consultant – corporate customers

2013
2014

Invitel, Budapest

- Representing service based solutions – IT&Telecom solution delivery
  clarifying business needs by phone or e-mail
- Making offers and coordinating internal processes
  making reports a won and ongoing cases and projects
- Presenting of Cloud Services solutions, supporting B2B sales team at pricing and negotiation

Account Manager – corporate SMB/ENT customers

2010
2013

Euro One Computer cPlc., Budapest

- Searching the best solutions for customers business problems,
  supporting the sales team, organizing appointments with new partners,
  documentation the current state of the business cases, problem handling
- Pricing and negotiation – B2B
  Microsoft, HP, Juniper, Cisco, Fujitsu, NetApp, EMC, IBM, Zyxel, etc.
- Introducing Microsoft Cloud solutions - Lync, SharePoint, Office 365 etc. (SMB)
- Introducing New generation firewall security solutions (ENT)

Services Engineer – network rollout and implementation

2006
2009

Ericsson, Budapest, Guildford, Dublin

- Participating in new network introduction and implementation project
- Negotations with service provider,
  making project reports
- Testing and presenting IP and multimedia core network elements on-site
  participating in 2G/3G network rollout, making demos to the customer,
  dealing with the service providers
- Keeping contact with market unit or customer
  responsibility for assingned case has been answered/has been solved
  within the pre-defined Service Level Agreement (SLA)

Trainings, exams

- Premium Sales, Business Development trainings
- Project Management training and exam
- Software Operation OKJ training and exam
- MS Visio, CRM, Teams, Office etc.