

Csaba Berekmeri
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Personal Profile

An outgoing and friendly personality with the confidence and determination to take on a challenge and solve a problem.

Key Skills

- Excellent management and team leader skills, I love working with people, 8+ years' experience of managing group of 5-6 sales and/or technical professionals.
- Problem solving, more than 5 years complain department experience.
- Consistently outperforming corporate sales and revenue goals through the development of aggressive and successful business initiatives and effective promotional plans.
- Capable of multi-tasking in a high-pressured environment, careful and well-ordered approach to work with attention to detail.
- A creative person with lots of ideas for product development and marketing.
- Directly managed all bid preparations and contract negotiations and acquired a deserved reputation for closing nearly impossible sales deals.
- Budget and forecast calculation experience at the same time with the price and offer preparation.
- 10+ years of B2B experience of managing client and supplier relationships. Forging, trusting and enduring relationships with customers, executive management, and peers to maximize client retention and satisfaction.
- Multi-lingual: English/Hungarian/Romanian.

Work Experience

Customer Relations Executive at Booking.com

Jun 2016 – Present

- Reviewing and closing post rental cases from **Rentalcars.com** customers: **Hungarian/ Romanian/ English** markets.
- Handling the post rental issues of customers & liaising between them and our suppliers.
- Investigating customer queries and complaints through a thorough analysis of

the details provided.

- Managing customers' expectations on timescales and potential resolutions. Issuing refunds/compensation within the agreed guidelines. Completing the full administrative cycle of documenting the customers/suppliers comments on the relevant systems.
- Offered support and coaching for all the new members for Hungarian and Romanian markets in the past 6 years.
- Participated and shared my experience in the Change Champions meetings, helping to create the new procedures to improve our daily work.
- Supported and offered my experience to the business in all this difficult period, when we worked with a very limited capacity on the Covid/furlough period.

Sales Manager at Ego Fiber Bv/Megaplast – Greece

2014 – 2015

- Working for Megaplast BV subsidiary company as a Sales Manager tasked me to develop a market for their innovative new products by finding the main strategic partners for their products.
- Focusing on the users with the highest potential I have prioritised my time and I offered high technical expertise to support their cost reduction.
- Involved in cost calculations with the buyers and commercial directors from the main manufacturing and logistic/distribution companies.
- Promoting new products to clients via presentations and face to face meetings.
- Starting up and maintaining relationships with retailers and manufacturers.
- Negotiating prices and finalising contracts- and payment arrangements.
- High level of technical knowledge to deliver technical support.
- Keeping up to date with competitor activity .

Commercial Director/ shareholder - Memo Rex / Poli Farbe - Hungary

Builders' Merchant and Distributor Company

2010 – 2014

The commercial director and ownership position at Memo Rex/ Polifarbe offered me the experience of responsibility of managing a medium sized company with bigger exposure and risks in financial crisis period (2008 -) when any wrong decision lead to a huge instability for a company. The right strategy and correct decisions at right time was vital in one of the toughest economical periods. Even during this period, I have managed to quadruple the company's turnover with the right strategy.

- Meetings with the manufacturer "POLI FARBE" which is the market leader in Hungary .
- Contracting the goods.

- Holding regularly meetings with our sales team and evaluating their performance.
- Participating on the exhibitions and presenting the product and the company for the new potential partners.
- All activities associated with the product or competition.

Sales Manager-Lafarge - www.CRH.com

Manufacturer and distributor of building materials

2004 – 2009

- I was responsible for the all the commercial activities for biggest sand and rock mine in the area.
- Working closely with strategic road and rail infrastructure constructors I prepared the offers/contracts using the previous year's internal sales data, taking into consideration the competition prices and margins. This required large amounts of background work and highly efficient time and importance prioritisation.
- The yearly forecast and budget planning activities also involved lots prioritisation activity to be able to deliver the requested internal documents with accurate details and at the requested deadline.
- Face to face meetings with the clients and contracting the goods
- Preparation of the yearly budget and forecast calculation at the same time with the price and offer preparation.
- Managing a team of 6 highly qualified technical team of engineers in order to obtain the requested product and offer the best technical support for our partners.

Education and Training

2000 - 2004 George Baritiu University, **Faculty of Economic Sciences**
BA Economics (Commerce, Services and Tourism)

1997 – 2000 Transylvania University , **College of Economic Sciences**
Management of commercial and hospitality facilities

2020 EU and Hungarian Government IT requalification Web Developer training
Learn to Code, Build, & Launch Websites & Mobile HTML, CSS and JavaScript

2020 Udemy - JavaScript Intermediate level

Mastering the DOM -Learn to create really nice functionalities by learning the DOM
Gain insight and skills in JavaScript interaction with the DOM, ways to interact with it.

After this course, I am able to manipulate any element in their HTML and to build feature-rich applications more easily.

2020 Zero To Mastery - JavaScript Web Projects: 20 Projects to Build Your Portfolio

Learn UI/UX practices to build responsive and mobile-first web applications
Asynchronous programming with AJAX, Fetch API, Promises & Async + Await
Write clean, maintainable and performant JavaScript code
Work with Web APIs (localStorage, DOM, + more)
Modern HTML5 (Canvas, Video, Audio + more)
Modern CSS3 (Animations, Transitions, Variables + more)
Avoid common mistakes other JavaScript programmers and beginners make
Build 20 beautiful and customizable, real-world frontend applications

2021 Udemy - 50 Projects In 50 Days - HTML, CSS & JavaScript practice course

Modern styling with flexbox, CSS animations, custom properties, etc
Build unique projects in a short timeframe.
DOM manipulation, events, array methods, HTTP requests & more.

2021 Udemy - The Web Developer Bootcamp

Web development course/ HTML, CSS, JS, Node, and More
DOM Manipulation
Unix(Command Line) Commands
NodeJS
NPM
ExpressJS

Additional courses:

'Leader for Tomorrow' course: Leading people, Driving for results, Customer focus

Languages

English: Full professional proficiency

Hungarian: Native or bilingual proficiency

Romanian: Full professional proficiency

Dear Recruiter,

Success in the world of sales requires perseverance, a profit-driven focus, and honed interpersonal skills.

As an experienced sales professional with a strong history of managing client relationships and drastically increasing revenues, I stand in a prime position to significantly contribute to your objectives as your next employee.

My extensive experience in *securing new customers*, as well as nurturing beneficial *account relationships*, positions me to substantially impact the sales performance of your company, having always outperformed company sales goals in the past.

I excel at quickly uncovering customer needs and implementing consultative sales solutions, as well as at connecting with chief decision-makers to quickly *build profitable and lasting partnerships* and achieve sustained revenue growth.

From an academic perspective, the facts of having finished high school specialising in mathematics and physics and obtaining my BSc in Economics, attest to a high level of numerical and analytical competencies. From an employment perspective, I have demonstrated these competencies throughout my career.

My first sales manager position was at Lafarge Holcim and involved the *preparation of the yearly budget and forecast calculation* at the same time with the *price and offer preparation*.

As the Commercial Director position at Memo Rex /Polifarbe I was responsible for a price calculation for the products offered and *I took part in all the negotiations related to an acquisition*.

At MegaplastBv, a Stretch Film Manufacturer company selling products that required technical knowledge I had to make both *technical and economical calculations for existing and new clients* to prove to them our products economical and technical advantages. All of these jobs required assembling data in a timely manner, analysing it and then utilising the insights from the data to improve sales and customer engagement.

All throughout my carrier I was in charge of *B2B engagement* for the companies I've worked with. Both as sales manager for Lafarge Holcim, commercial director for MemoRex/Polifarbe I was tasked to keep frequent *meetings with both our suppliers and customers*, ensuring a smooth transition for any of our products. As experienced *sales professional with 10+ years of experience of managing client and supplier relationships* I have demonstrated perseverance, a profit-driven focus, and honed interpersonal skills, always ensuring success for the company.

Having worked over the years with a lot off suppliers and a varied level of customers I have realised that to be able to nurture a good partnership and protect the image of the company it is extremely important to respect the deadlines and communicate them correctly.

After finishing my studies, I worked for Lafarge (a global leader in building materials and solutions) where I managed a team of 5 experts and I was responsible for the all the commercial activities for biggest sand and rock mine in Romania. Working closely with strategic road and rail infrastructure constructors *I prepared the offers/contracts* using the previous year's internal sales data, taking into consideration the competition prices and margins. This required large amounts of background work and highly *efficient time and importance prioritisations*. The yearly forecast and budget planning activities also involved lots of prioritisation activity to be able to *deliver the requested internal documents with accurate details and at the requested deadline*.

The commercial director and ownership position at Memo Rex/ Polifarbe offered me the experience of responsibility of managing a medium-sized company with bigger exposure and risks in financial crisis period (2008 -) when any wrong decision leads to a huge instability for a company. The right strategy and correct decisions at the right time were vital in one of the toughest economic periods. Even during this period, I have managed to quadruple the company's turnover with the right strategy.

Working for Megaplast BV subsidiary company as a Sales Manager tasked me to *develop a market for their innovative new products by finding the main strategic partners* for their products. Focusing on the users with the highest potential I have prioritised my time and I *offered high technical expertise to support their cost reduction*. This involved *cost calculations* with the buyers and commercial directors from the main merchandise producing companies.

All throughout my carrier I've *regularly used excel* for generating memos, effectively keep track of sales leads and trends, project status and invoice reports. I've *created countless charts and formulas for calculating quarterly*, half-yearly and annual reports with always a focus on extracting insights from the company data.

My dedication to driving new business development and maximizing sales opportunities across assigned regions, along with my steadfast motivation to meet or exceed sales goals, characterizes my career. These skills, combined with effective presentation and negotiation talents, will allow me to greatly benefit your team.

I look forward to discussing this position in further detail.

Thank you for your consideration.

Sincerely,

Chaba Berekmeri