

DANIEL KARATH

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WORK EXPERIENCE

Receptionist Ibis Styles Hotel

📅 Nov 2024 - current

- Efficiently managed checking-in/out for an average of 141 guests daily using Opera Cloud.
- Accurately processed cash and card transactions, generated invoices and folios for private individuals as well as international, corporate partners.
- Resolved guest inquiries with empathy, coordinating with housekeeping and maintenance to guarantee swift issue resolution and maintain a 9.3 staff rating on booking.com.

Sales Development Representative (SDR) Storykit

📅 Mar 2024 - Sep 2024
Stockholm

- Worked with targeted sales efforts to book meetings with potential prospects via calls and using HubSpot, Apollo and Sales Navigator.
- Made an average 121 calls a week with an average activity over 700.
- Had a consistently high outbound bookings with middle and enterprise businesses.
- Maintained strong connections with prospects to support the work of customer managers.
- Supported organizing the weekly webinars about our AI, preparing presentations, contacting clients.

Corporate FX Trader Erste Bank

📅 Jan 2020 - Nov 2022
Budapest

- Executed high volume trades in FX & interest products. Oversaw a portfolio of over 1200 corporate clients.
- Managed the bank's FX trading platform which has seen an active user growth of more than 80% between 2021 and 2022.
- Trained the bank's account managers in treasury products and sales techniques.

Treasury Trainee ING Bank

📅 Jan 2019 - Aug 2019
Budapest

- Executed FX spot or short dated forward trades on behalf of the bank's corporate clients.
- Utilized Microsoft Excel and VBA to analyze the FX sales team's deal flow and margins.
- Provided customer support to a portfolio of over 500 corporate clients in English via phone and e-mail.

Office Manager ING Bank

📅 Mar 2018 - Jan 2019
Budapest

- Coordinate meetings, manage calendars, and assist in scheduling appointments for team members.
- Oversee office supply purchasing, inventory management, manage supplier invoices.
- Collaborate with IT support teams to manage office technology and resolve technical issues.
- Executing operational administrative duties on a timely manner
- Provide front-desk support by greeting visitors, answering and routing telephone calls and managing incoming mail and deliveries

EDUCATION

Bachelors in Business Informatics Budapest Business School

Budapest
2018 - 2022

- Relevant courseworks: Data structures & Algorithms, Economics, Corporate Finance

SKILLS

- Professional skills: Swift programming, MS Office, HubSpot, Apollo, Affinity Designer, Sales Navigator, Bloomberg terminal
- Language Skills: English (fluent), Swedish (basic), Hungarian (native fluency)
- Miscellaneous: cash handling, up-selling, conflict resolution