



Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

Recently moved to Kuala Lumpur with my family. My wife is working for a multinational which brought us here for the coming years, therefore I am looking forward to pursuing my next opportunity in this region. I have **20+ years of leadership experience** in different industries. I love working with people of different backgrounds, nationalities and open for any opportunity be it a **management position, senior consultant or representation of a company** in international relations.

Job designation:

General Management, International Affairs, Business Development, Customer Experience, Senior Team Management

Industry:

Professional services (B2B or B2C), FMCG, Communication

Looking for a Job in (City/Country – multiple possible):

Greater Kuala Lumpur and/or remote

Education (Degree + (optional) University):

2001-2003 UNIVERSITY OF PÉCS (HUNGARY) - FACULTY OF BUSINESS AND ECONOMICS,
MASTER OF SCIENCE, Management and Consulting specialization

1997 – 2001 COLLEGE OF MANAGEMENT AND BUSINESS STUDIES, ECONOMIST
BACHELOR OF ART, European Business Studies specialization

Work Experience:

04/2023 - 05/2024

CWS Hungary

CU Leader Hygiene Hungary

- As Country Unit Leader I was responsible for daily operation of CWS Hungary, looked after all aspects of P&L
- Increased topline by 16%, gross profit by 25% and bottom line by 50%.
- Improved the overall employee satisfaction as eNPS results grew from -7 to +11.
- Facilitated cross functional initiatives and internal process improvements resulting in 18% increase of our service KPI.

04/2021 - 04/2023

KONICA MINOLTA BUSINESS SOLUTIONS

New Business and Delivery Director, Deputy Managing Director

- As deputy MD I was responsible for daily operation of Konica Minolta Hungary, looked after all aspects of P&L, made decisions, resolved conflicts, and facilitated cross functional operative and management meetings, chaired internal and external projects.
- Defined new business portfolio and go to market strategy by standardizing market research, product development and sales training processes. We successfully launched several new products and services under my leadership.



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of Commerce and Industry**
Deutsch-Malaysische
Industrie- und Handelskammer

- Analysed sales results and actively participated in defining revenue boosting actions resulting in 30% increase of New Business revenue in last 2 years.
- Achieved a very high standard of service KPI's by analysing key metrics of service incidents and customer satisfaction surveys and resolved processes or knowledge of staff in areas where improvement was needed.
- Created and executed lead generating marketing tools to support sales teams. Defined marketing objectives, strategies and developed activities to support KM's portfolio.
- Developed knowledge of sales and business consultants of KM's sBHN region (including Hungary, Serbia, Croatia, Slovenia, Greece and Romania) by facilitating experience exchange workshops and forums.

07/2017 - 04/2021

KONICA MINOLTA BUSINESS SOLUTIONS

Direct Sales Manager and Global Major Account Ambassador

- Managed sales team of representatives and area managers of 25 people handling over 2000 B2B customers.
- Identified and segmented 6000 most important target customers and broke them down to target lists for each sales representative with activity and business targets for each company.
- Increased sales results of field sales by 30% on average by establishing an inside sales team to manage over 1000 small customers.
- Increased profit margins by 43% by strictly formalizing internal proposal and pricing approvals.
- Acted as ambassador of international sales working with colleagues from all over Europe in negotiations and localization of over 100 different Global Major Account contracts applicable for Hungary.

05/2014 - 06/2017

KONICA MINOLTA BUSINESS SOLUTIONS

Key Account Manager and Area Sales Manager

- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Developed thorough understanding of top 50 key clients' needs and requirements to prepare customized approach for delivery to them.
- Built key account sales team of 3 account managers to manage high value accounts locally and internationally.
- Negotiated and signed first two international multimillion euro worth contracts in KM Hungary's history, including one of biggest companies in CEE region.

03/2009 - 05/2014

COMFORCE INC. - venture funded start-up

Sales Director, Non-Executive member of the Board

- Acted as sales director of startup company and established initial revenue streams and first international costumers for first, VC funded virtual contact centre service provider in Hungary.



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- Demonstrated strong organizational and time management skills while managing multiple tasks.

06/2008 - 09/2009

JUNIOR CHAMBER INTERNATIONAL

Account Director

- Co-founded first international chamber for English speakers of JCI in Helsinki, Finland
- Acted as management team member and Account Director for JCI 2009 Budapest conference organized by JCI Hungary where more than 2000 entrepreneurs and businesspeople participated for 3 days.

09/2007 - 03/2008

DANONE

Brand Marketing Manager

- Evaluated consumer preferences and behaviours, combined with market trends and historical data, to adjust and enhance marketing campaigns for key Danone brands.

09/2000 - 08/2007

BRITISH AMERICAN TOBACCO

Group Brand Manager

- Developed and executed brand marketing communication strategies, campaigns, and other activities to maximize brand awareness and sales performance of different brands of British American Tobacco (e.g.: Launched Sopiane 1mg, coordinated Pall Mall Sziget festival, launched new packaging for Pall Mall family, etc.)
- Started as management trainee and went through my development plan to become Group Brand Manager responsible for different brand marketing teams.

Skills:

LEADERSHIP AND TEAM MANAGEMENT SKILLS

I always work towards goals by setting clear direction for my team(s), motivating, and coaching them, fostering a positive and productive environment where all stakeholders (customers, shareholders and employees) can meet their objectives.

CHANGE MANAGEMENT

Working in a company culture of constant challenges I managed to handle change and adapt to new situations quickly. Having wide experience at multinational companies, I had the opportunity to design, build, rebuild teams and processes.

ANALYTICAL AND PROBLEM-SOLVING SKILLS

I am analytical with a thoughtful attitude where I always focus on the solution. I encourage problem solving by either pointing towards or making decisions. An imperfect decision is better than not making decisions and not trying to resolve the challenges ahead of us.

INITIATIVE

In such a changing environment I am always eager to come up with own initiatives enabling the organization to become more effective (e.g. building an inside sales team, CRM ambassador program, Deal Qualification Board process, sales team communication and meeting restructuring during Covid, Portfolio e-learning program development)



TEAMWORK & COMMUNICATION

Working within a team-based culture, I have developed written and oral communication skills, regularly represented my territory, and reported to executive teams locally and internationally.

INTERPERSONAL SKILLS

I relate well to others both internally and externally, at all levels. I recognize the importance of valuing individual's contributions and strengths, searching for mutual benefits and believing that encouragement provides positive foundations for future development.

TECHNICAL SKILLS AND COMPETENCES

Microsoft Office (Teams, Excel, Word, Outlook, Power Point, OneNote, OneDrive, etc.), Microsoft Dynamics

Other (Lotus Notes, Google Suite, Gmail, Trello)

Driver's license since 1995 (B category)

Language Skills:

MOTHER TONGUE HUNGARIAN

OTHER LANGUAGES

ENGLISH, FLUENT

GERMAN, INTERMEDIATE, CURRENTLY PASSIVE

Other Certificates:

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Nationality

Hungarian

Work Permit:

I moved to KL 2 weeks ago and currently have a depended pass for the next 2 years, no work permit yet.

What you think a potential employer should know about you:

Enthusiastic, result and customer focused people professional, quick learner with 20+ years leadership experience in IT/Professional services, Communication and FMCG multinationals. As I am new to this part of the world, with no experience on this market I am **ready to learn and flexible with positions**. The main objective is to exploit my competences and add value to the given company. I have **lived in different parts of the world** (Nigeria, Finland and Hungary) therefore I know how much **understanding of culture is important** apart from professional experience to succeed with people.

For more details and endorsements, please read my LinkedIn profile:

<https://www.linkedin.com/in/peterygetvai/>