

PÉTER OLÁH



P R O F I L E

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- 📍 Budapest, XVI. district

I have gained my experience in the IT sector, in companies operating in tourism-related industries and in international hotel chains. I have sales and operations experience and a wide range of contacts in the various industries.

S T R E N G T H S

- Leadership and management experience
- Wide range of contacts
- Hotel management, hotel industry experience
- Sales, account management
- Large and medium sized companies
- Customer /guest centric approach
- Problem and complaint handling
- Oral and written communication skills

E X P E R I E N C E S

Sales Manager
GetCon Hungary Zrt.
2022 - Currently

- Sales of IT network solutions
- Managing government and large enterprise customers, prime contractors and partners
- Identifying new customers and opportunities
- Liaising with existing customers
- Organising and conducting client meetings and presentations
- In-house liaison with engineers and project managers
- Preparing complex proposals and calculations
- Drafting and preparation of contracts
- Ongoing training
- Participation in conferences and events on behalf of the company
- Liaising with partner companies and manufacturers (international)

E D U C A T I O N

Economist

Budapesti Gazdasági Főiskola
1996 - 2000

High School degree

Eötvös József Általános Gimnázium
1987 - 1991

EXPERIENCES

Sales Manager

Assa Abloy Global Solutions

2019 - 2022

- Liaising with existing clients: hotels, general contractors, partners
 - Organising and conducting client meetings and presentations
 - Sales of access control systems to hotels and other clients
 - Representing the company at conferences and professional events
 - Liaising with management abroad, regular reports
 - Preparation of complex offers and calculations
 - Drafting and preparation of contracts
 - Ongoing training
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Sales Manager

Maistro Kft.

2017 - 2019

- Liaising with existing clients: hotels, general contractors, partners
 - Organising and conducting client meetings and meetings, presentations
 - Selling software to hotels and restaurants
 - Representing the company at conferences and trade events
 - Regular reporting to management and owner
 - Preparing complex offers and calculations
 - Drafting and preparation of contracts
 - Training and advising clients through implementation and operation
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Assistant General Manager

Fraser Residence Budapest

2000 - 2011

Front Office Manager

Le Meridien Budapest

Hilton Budapest WestEnd

2000 - 2011

- Hotel opening experiences
- Managing and motivating a team of 20-30 members
- Organisation and delivery of specific trainings
- Reporting directly to the General Manager, foreign management and owners
- Guest complaint handling
- Continuous improvement of the quality of the service
- Enforcement and monitoring of company standards
- Recruitment, close cooperation with HR
- Cooperation and liaison with other departments of the hotel
- Participation in professional events