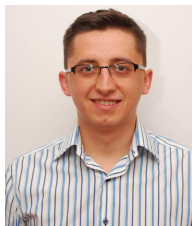


PERSONAL INFORMATION



Szabolcs Pop

 Main Street, 360, 547585 Suseni (Romania)

 +40 746 558 752

 szabolcspop@gmail.com

 Skype pop_szabolcs

Sex Male | Date of birth 26/01/1989 | Nationality Romanian, Hungarian

WORK EXPERIENCE

20 Jul 2018–Present

2nd Level Technical Support

Accenture Industrial Software Solutions S.R.L., Cluj-Napoca (Romania)

In this position I am offering 2nd level support for the customer on 5 different SAP based applications. This is a functional role which requires the knowledge of how this applications are working.

Main responsibilities are:

- resolving incidents within SLA
- offering functional support on applications
- restoring data (if required)
- analyzing and solving dumps

18 Aug 2014–19 Jul 2018

Sales representative

S.C. Steelcase S.R.L., Cluj-Napoca (Romania)

My job is about project management.

All the informations regarding delivery, install are running through me and I will have to make sure to plan everything to mach the client's request. Meantime deliveries are coordinated with the logistics, if the delivery can match the clients request, if there are any restrictions, for example a the truck can't get in with the trailer, I will have to make sure that everything is loaded then in two trucks.

After install, if there are any reclamations, I have to make sure to get photos of the damage, order the new parts and organise the delivery and install.

2 May 2013–18 Aug 2014

Process Associate

S.C Genpact Romania S.R.L., Cluj-Napoca (Romania)

<http://www.genpact.com/home>

S.C Genpact Romania S.R.L. is offering financial services for more companies from all over the world. I am in charge for procurement side for a pharmaceutical company.

I arrived at a critical point when the client was switching the system in which he was working, from SAP to SRM (SAP PS2). In order to take over the helpdesk activity I had to gather as much knowledge about the new system as possible. Making researches and exercises in the test program helped me a lot in implementing and improving the helpdesk services. From Oktober 2013, we as procurement team took the indirect purchasing procedure from the client, the main activity in this process is to create new material codes for inland country's and for out-land country's.

Taking a part of the procurement side it is very important to be very careful and open-eyed at the financial status of each cost center which is used.

Also I am in charge of making everyday reports regarding the pending to process of the Purchase Requisitions and Purchase Orders, daily Purchase Order Tracker and to make sure that everyone is introducing his comments to the critical lines.

Business or sector Finance

12 Apr 2012–25 Apr 2013

Logistic referent

S.C. Fujikura Automotive Romania S.R.L.
18/Streiului, 400084 Cluj-Napoca (Romania)
www.fujikura.co.jp

As a logistic referent, teamwork is a key of success. In logistic you have to be open minded, self confident and prepared each time for critical situation which can have impact on your day delivery.

As a logistic referent I was representing the company so high professional and prepared actions were needed in each situation. I was responsible for the clients from Germany, Hungary, Poland, Czech Republic and Slovakia. All of the orders came to me and I had to introduce this in the system. After this I extracted a report from the system which I compared with the last report, after this I informed the production about the increases and decreases. I the increase of a certain product was too high and the production was not able to deliver this in short time, a delivery plan was needed so that the client don't stop his production.

Everyday transports were needed to be optimized in order that the client receives the ordered quantity and the transport will arrive in time without delay. In order to meet this expectations it was needed a close collaboration with the production and client.

Business or sector Automotive Industry

14 Oct 2011–15 Mar 2012

Sales department manager

S.C. Matrac Centrum S.R.L.
17/Revolutiei din Decembrie, 530223 Miercurea Ciuc (Romania)
www.schlafkultur.ro

Having great success at the Natürlich retail center in October I received an offer from one of the retail's suppliers, from S.C. Matrac Centrum S.R.L. which was the supplier of Billerbeck mattresses and pillows. I accepted the offer from this company because I was enthusiastic and eager to do what I really want, developing sales strategies and to work what I studied at the university.

One of my succeeded idea was to give an additional pillow for each mattress as a gift. I decided to start this campaign before Christmas. This promotion became a great success, we had to make additional supplies in each retail and to ask for more products from the factory (campaign exclusively for Natürlich retail center)

At this stage the everyday contact with the clients became very important in maintaining the good relationship and in the future collaborations. Dealing with medical mattresses, each sales person was specially trained. This kind of training were held almost monthly in a certain shop.

Another important responsibility was to meet the managers of the client company, to establish future strategy's, developing future ideas in order to have a closer and a prosper collaboration.

Business or sector Wholesale and retail trade

25 Feb 2011–14 Oct 2011

Shop salesperson

S.C. 2B Group S.R.L.
56/Iemuteni, 545300 Reghin (Romania)
www.naturlich.ro

In 25th February 2011, 2b Group S.R.L opened his first retail shop in Cluj-Napoca. This was the first Natürlich furniture retail shop. The shop opened within the Ambient retail shopping center.

Being the first shop we had to do our best that the clients meet the German precision what we were promoting. Always the satisfaction of the client was the main objective so that, if the client is satisfied it will return to buy more products and he will tell also to others about your services and products. My main responsibility at this stage of my career was to present the products for the clients and to give advises regarding the furniture, their composition and other advice regarding indoor design. With great ambition and client-centered conception I became in May, June and July the best seller in the shop.

Knowing the German language and learning English at the university, I was in charge with the foreign clients. In June I had a client from Holland which I helped to furnish 4 apartments exclusively with products from our retail center. With this I realized 66% of the main target from that month.

Business or sector Wholesale and retail trade

25 Oct 2010–24 Feb 2011

Sales representative

S.C. Paprika Radio S.R.L.

13-21/Fabricii de zahar, 400254 Cluj-Napoca (Romania)

www.paprikaradio.ro

My first job in Cluj-Napoca was as a sales representative at "Paprika Radio". "Paprika Radio" is a Hungarian commercial radio station in Cluj-Napoca. Here I had the chance to improve my professional language skills and also to meet important people from Cluj-Napoca.

As a sales representative the main responsibility of my was to present the radio station to the new customers, it was one of my responsibility to build a client network which was helpful for me and mostly for the radio station.

The first step in building a client network begun with the searching, after this I contacted the client and if he/she was interested to promote the company came the meeting. In the meeting first of all the client has to become as much information about the radio station and his services as it is possible. If the client decided to promote than comes a brainstorming with the client about the commercial spot, length, text, effects, if the voice has to be a male or a female, after all of this together with the manager we made a price offer. This price offer was presented to the client and the spot to. If the client was satisfied we sign the contract and the spot went into the radio program.

We had also targets, one of my target was to make a contract without having a face-to-face meeting with the client. I contacted a car tuning shop from Bucharest which was a unique dealer in Romania for a certain car type. After long telephone meetings and e-mails, the client became interested in promoting in Cluj-Napoca and we signed a contract within 2 weeks.

Business or sector Marketing

1 May 2009–29 Jun 2009

Higher education teaching professional

Technical College "Báthlyany Ignác"

149/Lacul Rosu boulevard, 535500 Gheorgheni (Romania)

When the chance was given to become a teacher, I had to prepare myself with many patient and knowledge. I had to refresh my knowledge from the previous semester and year in order to be prepared for every question which can come from the students. I didn't have too much time to get very comfortable with teaching so I had to do my best from the beginning and it was not allowed to show any weak point. The hardest mission was to prepare the students in the 12th grade for the final exam but fortunately I won the students trust so the preparing was going very smoothly.

Business or sector Education

EDUCATION AND TRAINING

15 Sep 2003–15 Jun 2007

High school diploma

"Lucian Blaga" High School, Reghin (Romania)

Eager to communicate and to interact with other people from other country I decided to learn more languages, this is the reason why I have chosen to study languages in the high-school.

Studied languages:

- English
- German
- Romanian
- Hungarian
- Latin

1 Oct 2007–28 Jun 2010

Bachelor's degree

License studies

"Babes-Bolyai", Cluj-Napoca (Romania)

<http://extensii.ubbcluj.ro/gheorgheni/>

Being interested to travel and to know more about other country's, the extension of the "Babes-Bolyai" University in Gheorgheni, Harghita country became the perfect place for me to continue my studies. Taking part in organizing events within the university I had the chance to improve my language skills and also my organizational skills.

Main studied areas:

- Geography
- Management
- Marketing
- Statistics

Also it have been given the chance to complete the pedagogic module which helped me firstly when I was a teacher and after this when I held training's for the employees from the shops.

27 Sep 2010–4 Jul 2013

Master degree

EQF level 7

"Babes-Bolyai"
1/Mihail Kogalniceanu, 400084 Cluj-Napoca
<http://www.ubbcluj.ro/en/>

With the idea to establish a company in tourism with a few colleagues from Gheorgheni, I chose to learn economics more precisely Business Development Management. Here I have gathered the knowledge how to improve and how to develop a company. Also by the time I worked and I had the chance to notice the management movements and the reactions of the employees. I chose to make my dissertation from change management which was based on the beginning of my career at S.C. 2b Group S.R.L.

Main areas studied:

- Change management
- Strategic Management
- Leadership
- Entrepreneurship

1 Oct 2017–Present

Ph.D in Geography

EQF level 8

"Babes-Bolyai" University
1 Mihail Kogalniceanu, 400084 Cluj-Napoca (Romania)
www.ubbcluj.ro

Main feeld fo study is the new development plan of the European Union named Samart Development. This plan is ment to develop certain regions of each E.U. member states in an industry. In Romania there are 2 regions which were choosed to test Smart Development, this are the North-West development area and North-East.

During my studies and researches I will have to pay attention on the on the implementation of this plan in this two regions and the outcome of this.

PERSONAL SKILLS

Mother tongue(s) Hungarian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Romanian	C2	C2	C2	C2	C2
English	C1	C1	C1	C1	C1
German	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

- Team spirit- Good ability to adapt to multicultural environments, gained at the University- Good communication skills gained through my experience as sales manager.

Organisational / managerial skills

- Sense of organization (experience in logistics and sales)

- Organizing of events gained at the University

Job-related skills - Project management

Digital skills - Good command of Microsoft Office™ tools (Word™, Excel™ and PowerPoint™)
- Certified in Excel Basic

Other skills Folk dancer