

CURRICULUM VITAE



Name: Mr. Gábor Szűcs
Date of birth: 30.07.1957.
Nationality: Hungarian
Marital status: married (1985)
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Employment

- 2000 – 2009
Job: SCANIA Hungária Kft. (100 % Swedish ownership)
regional director
Tasks: running the dealership with P/L responsibility, managing direct sales activity of new and used heavy trucks, providing wide range of aftersales and financial services to Scania vehicle owners in Southern region of Hungary (6 counties), maintaining strict spare parts logistics, applying LEAN management, CRM management, credit management
- Selected achievements:** market leadership in 2006,2007, 2008
yearly average growth: service income 18 %, parts revenue: 17,5 %, new vehicle sales: 30 % (2001-2008)
- 1994 – 2000
Job: CONTACT-US Trade, Investment and Marketing Consulting Ltd., Szeged
managing director (from the launching)
Tasks: procurement and export-import sales activity in the field of agricultural processed food (FMCG) products and industrial items (Alu foils) in Central-East Europe; organisation of multimodal transportation of goods; acquisition of domestic producers and forwarders; marketing consulting and elaborating business plans for private ventures, including market research
- 1993 – 1994
Job: ATL Hungary Ltd., (Cyprian-Hungarian Joint-Venture Co., member of ATL Enterprises)
director, trade
Tasks: searching for investment facilities in raw material sector, paper and metal industries, purchasing and exporting FMCG products of Hungarian origin by the request of international network of branches (Switzerland, Singapore and 6 Central-European countries)
- 1989 – 1993
Job: VIDIA Trading House Co., Szeged (demi-gros distribution of technical goods, FMCG non-food) in 5 warehouses and 28 outlets in 4 counties S-E. Hungary with annual turnover of 5 billion HUF, 800 employees),
director of trade and marketing, previously economic assistant to CEO, project manager, KAM

Tasks: corporate strategic planning, elaborating statistics and business analysis for CEO, organizing the auditing and shareissuing procedures as a project manager; taking part in cash flow management, purchase management and key account management, supervising trade and stockpiling activities in warehouses: pricing and budgeting revenues, creating and implementing marketing plans (establish market database, monitoring competitors, PR activity, promotional campaigns at warehouses and outlets)

1982 – 1989
 Job: TISZA VOLÁN RT, Szeged (county public transport company)
 tool designer, from 1983 head of trade section of primary units and technical services

Tasks: selling vehicle services nationwide (repairing and renewal of primary units of trucks and buses), applying and selling modern technologies

1980 – 1982
 Job: Csepel Works, Budapest, (steel manufacturing co.)
 tool designer and developer

Tasks: designing tools for stamping and other forming machines, producing spare parts for automotive industry

Education and qualifications

1991. Basic course of Budapest Stock Exchange, cert.

1986 – 1987 University of Economic Sciences, Budapest, postgraduate studies, marketing diploma (1989)

1984 - 1986 Politechnical University, Budapest, postgraduate studies, vehicle engineering

1975 – 1980 Politechnical University, Minsk, Belorussia, diploma mechanical engineer (1980)

Others: Between 1992 - 1997 I taught Marketing communication for students of special course „Communication manager” at Training College of Tourist Industry and Trade

Seminars Manager training, European Institution, 2004, 2006, 2008
 Sales training, European Institution, 2002, 2003, 2005, 2006
 Tachograph verification, Institute of Measurment, 2001.

and courses: Motivation training, Business Success Ltd, 1997.
 Training for managers, Interstudium Ltd., 1992.
 Sales promotion training, Mercuri International Ltd, 1991.

Languages: English, fluent both in written and verbal (active)
 Russian, fluent both in written and verbal (active)
 German, basic, intermediate level in progress (exam in May 2010)

PC knowledge: MS Office, Automaster (datawarehouse, Business Analyzer, etc.)

Driving licence: category „B” and „C”