

PETER KISS

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20/11/1991
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(ready to relocate)

EDUCATION

Sep 2015 – Ongoing

CEMS – The Global Alliance in Management Education:

Master's in International Management: (*#4 MIM program globally – Financial Times ranking, 2015*)

Host school from Jan 2017: Aalto University School of Business – **Helsinki, Finland**

Home school: Corvinus University of Budapest – **Hungary**

MA – International Economic Analysis (**4.90/5.00 scale**)

Sep 2011 – Jan 2015

Double degree Bachelor's international exchange program:

Host school from Aug 2013: Avans University of Applied Sciences – **Breda, the Netherlands**

BSc – Business Administration (**Top 10%**)

Home school: Budapest Business School University of Applied Sciences – **Budapest, Hungary**

BA – International Business Economics (**Top 10%**)

PROFESSIONAL EXPERIENCE

Apr 2015 – Jul 2016 (Budapest, Hungary)

General Electric (GE Capital)

Accounts Receivable Specialist (Oil & Gas)

Spanish and Italian portfolios (80+ clients: Endesa, Repsol, Técnicas Reunidas, ENI Group, Saipem, etc.)

- Proactively contacted customers for prompt collection or resolution of aged receivables by regularly collecting and analyzing customer data;
- Conducted weekly cash calls and followed up unallocated cash and credit;
- Worked day-by-day among cross-functional roles: customer service/risk/dispute/cash app teams;
- Coordinated payment plan proposals, pre-bankruptcy recoveries

Key Achievements: 1) Q3, 2015 Dispute resolution award for handling dispute cases well beyond my role;

2) 90 day+ past due reduction by 20% in 2015 Q4, compared to last year's same quarter

Aug 2014 – Jan 2015 (Milan, Italy)

Kilpatrick Executive Search S.A. (HR services firm)

Junior Consultant

- Responsible for international executive search and selection of middle to top management candidates;
- Took care of talent acquisition through headhunting and online searches;
- Screened 100+ CVs, contacted 100+, interviewed and assessed 20+ candidates;
- Studied different industries (High-tech, Pharma);
- Worked in close cooperation with top managers in the headquarters office

Key Achievements: 1) Successfully placed a HR Business Partner to an Italian firm operating in Hungary;

2) Developed an internationally utilizable survey package for the executive search market; 3) Wrote graduation thesis about tools of enhancing customer retention.

Sep 2012 – Dec 2012 (Budapest, Hungary)

Hanex Kft. (Sailing and fishing boats)

Market Research Intern

- Carried out comprehensive researches for 4+ adjacent Eastern European countries' markets;
- Analyzed investment and sales opportunities and made benchmark analyses;

- Evaluated market positions and made statistics;
- Enhanced the company's online presence in different platforms

Achievement: Action report written to the top manager of the firm about marketing communication tools for the company's new webshop.

EXTRACURRICULAR ACTIVITIES

Apr 2016 (Budapest, Hungary)

The Boston Consulting Group: BCG Strategy Cup 2016 (Intensive case solving competition)

Task: a hard CSR case to solve in groups of 4 under an 8-hour time pressure. Result: finalist place.

Oct 2015 – Dec 2016 (Budapest, Hungary)

J.É.G. (The Generation of Future Builders) – Student association at Corvinus

- Worked with 20+ members;
- Contacted speakers who we invited to university for a speech;
- Communicated and helped the organization of upcoming events and activities (speeches, sports)

Oct 2013 – Jul 2014 (Breda, the Netherlands)

Domino's Pizza B.V.

Delivery & Shopkeeping 150+ shifts, 2000+ pizza deliveries in Breda

Nov 2009 – Jul 2013 (Budapest, Hungary)

Hungarian Football Federation (MLSZ)

Regional Soccer Referee and Referee Assistant (Talent referee)

225+ matches in several championships in different age groups ranging from 11 till 50+

LANGUAGE, IT AND EXTRA SKILLS

Hungarian	(mother tongue)
English	(proficient, IELTS)
Spanish	(fluent, DELE)
M. Office	(proficient)
SPSS, Stata	(user – for 5+ projects)
SAP, Oracle	(user – at General Electric)
Bloomberg Terminal	(user – at finance classes)
Stress tolerance	(learned as a referee)
Tolerance of heavy workload	(learned at Domino's Pizza)
Structured thinking and analytical skills	(strategy and finance classes Top 10%)

RECOGNITIONS

Nov 2016 - Excellence Award by the Hungarian National Bank (MNB)

VOLUNTEERING, DONATIONS

Nov 2009 – Onwards

Frequent Blood Donor

Gave blood 20+ times