

# Curriculum Vitae

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## Personal data:

Name: Miklós Áron Kúnos  
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## Work Experience:

- 2018 - **Waberer's International**  
BI Developer
- Azure DW building (Azure SQL, VisualStudio)
  - MDS
  - Report preparing with PowerBI (Tabular cube)
- 2000 - 2017 **Coty Hungary**  
Head of Sales Controlling
- Sales Controller (KPIs and PnLs tracking, managing of accruals)
  - The SAP implementation a key user position
  - BW specialist
  - Supervising and analyzing of SUN Business System and contact with the supplier of the system
  - Developing and programming a complete reporting system on MS Access (approx. 650 report) with a forecasting module
  - Trade marketing and Bonus budgeting system for sales department (Visual Basic, SQL)
  - DM-, Rossmann-, Tesco-Scanning and Marketing Cost Monitoring system for marketing and sales department (Visual Basic, SQL server 2008)
  - Developing and programming Promotion System (integrated on ERP system) (Visual Basic, SQL)
  - Sales Force Automatization project developing and implementing with Hungarian SFA developer company (on Android based Samsung Galaxy tabs)
  - Software Registry (Registry System) under the laws in force in the development and maintenance of the accounting department
  - 6 languages, Eastern Europe (EE Data Base), a key partner analysis system development and maintenance, as well as updates to the publication using our countries
  - Backup of IT manager
- 1998 - 2000 **IBM Hungary**  
Sales representative for Small and Medium Business
- Manage the IT related needs of 200 partners
  - expanding the number of partners
  - managing partners
  - preparing and organizing not worldwide contracts with the partners
  - Government Sales
  - IBM printer specialist

- 1995 - 1998     **Colgate-Palmolive Hungary**  
                   Sales planner and analyzer
- planning and analyzing the business plan of company
  - following the evolution of partner conditions included on yearly contracts
  - design and implement leaflets
  - prepare and additional reporting system with Microsoft Access for MFG/PRO main business system.
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- 1993 - 1995     **Hydro-Therm Kereskedelmi Kft.**  
                   Operator on Novell Netware network for STORE business system
- stock control in 4 physic and 5 logical warehouses
  - managing product prices

**Education and courses:**

- 2007 -           PentaSchool – Programming, Web programming  
 2001 -           PentaSchool – IT System administrating  
 1998 -           IBM - Sales and marketing training – Wien  
 1996 -           Gábor Dénes Technical College – Informatics engineer (not completed)  
 1988 -           Könyves Kálmán Gymnasium

**Knowledge:**

Operating Systems (installation, support):

- Windows 95, 98, NT, 2000, 7
- Windows servers NT, 2000
- DOS
- Novel Netware 4.1; 5.1
- LINUX (SuSe)

Program languages:

- Visual Basic 6
- MS Access (at development level)
- Excel Macro programming
- T-SQL, PL/SQL
- Pascal
- html, xhtml, css, PhP

Others:

- SAP BEx, MicroStrategy
- SQL Server 2008 using and database managing
- Lotus Notes, MS Outlook
- MS Office 2003, 2007, 2010, O365
- B category driving license

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