



# Anas Aladham

## DETAILS

Budapest, Hungary

+36703296643

anasadham078@gmail.com

25-Nov-1995

<https://www.linkedin.com/in/anas-aladham-2aa173157/>

## LANGUAGES

- Arabic (Native)
- English (Advanced)
- Hungarian (intermediate)

## EDUCATION

**Master in Business Development,  
University of Pecs, Pecs, Hungary**

Jan 2019 - Jun 2022

**Bachelor's of Science in Civil  
Engineering, Al Balqa' Applied  
university, Al Salt, Jordan**

Sep 2013- Sep 2018

## SKILLS

- Negotiation
- Project Management
- Ability to work effectively under pressure
- Strong customer service and customer satisfaction
- B2B communications

## TECHNICAL SKILLS:

- Microsoft Office Suite (Word, Excel, PowerPoint)
- CRM
- Project management tools such as Monday.com
- SAP ARIBA

## REFERENCES

Available upon request.

## WORK EXPERIENCE

### Purchasing Manager, Wizz Air, Budapest, Hungary

#### Job Responsibilities

Dec 2024 - Present

- Leading interdepartmental alignment meetings and interviews for needs assessment
- Creating tender and evaluation documentation (RFP, RFI, etc.)
- Engaging in extensive negotiations with providers
- Project-managing multiple procurement projects simultaneously, varying in size and complexity
- Compiling financial calculations and building Excel models for proposal evaluation
- Preparing end products and deliverables (presentations, executive summary materials, etc.) for senior management decision-making
- Leading the service contracting and negotiation process in cooperation with other departments
- Handling executed contracts and ensuring the Company's contract inventory is up-to-date

### International Sales Manager, Adaptive Recognition, Budapest, Hungary

#### Job Responsibilities

Sep 2023 - Oct 2024

- Identifying and contacting potential customers and partners, and negotiating contracts and agreements.
- Monitoring and evaluating the sales performance and customer satisfaction of each market and providing feedback and recommendations for improvement.
- Coordinating with other departments to ensure the timely delivery of products and services, and resolving any issues or complaints that may arise.
- Attending trade shows, exhibitions, conferences, and other events to promote the company's brand and products and to network with industry professionals.

### Project Assistant, University of Pecs, Pecs, Hungary

#### Job Responsibilities

Jun 2022 - Jun 2023

- Collaborated with team members to refine the idea and improve its impact
- As a team, we took the project from idea to MVP and successfully sold it to the university.

### Self Employed , Alkayan Ltd, Amman, Jordan

#### Job Responsibilities

Sep 2016 - Jun 2020

Co-founded Al Kayan, an installment-based consumer services company, and played a hands-on role in building and managing the business from the ground up. Oversaw daily operations while leading pricing strategy, client acquisition, sales, contract drafting, and contract negotiations with customers, and managing the full sales lifecycle from initial outreach to post-sale follow-up.

### Sales Representative, Al Ma'refa institution, Amman, Jordan

#### Job Responsibilities

Sep 2014 - Jun 2020

Built and maintained strong relationships with clients to grow sales and consistently meet targets, using clear communication and people skills to negotiate and close deals. Focused on providing a positive customer experience, ensuring satisfaction at every stage of the process.