



Anas Aladham

DETAILS

Budapest, Hungary

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25-Nov-1995

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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

Procurement 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.

CERTIFICATES

Available Upon Request