

Judit Baroti

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Education

- 02/2006-06 Faculty of Business Administration, Corvinus University of Budapest, “EU Grants and Project Management 2006” multiplier studies
- 02/99-04/01 University of Szeged, Faculty of Economics and Business Administration, postgraduate studies
- 09/92-06/98 Jozsef Attila University, Szeged, Hungary. English and Literary Theory.
- 09/88-06/92 Deak Ferenc High School, Szeged, Hungary, bilingual class

Work experience

08/2007 **Private entrepreneur, working freelance** utilizing my international and homeland connections and experience. I have an internet-based translator enterprise and I work as a freelance business representative for contracted partners.

01/2007-
07/2007 **International referent** at the Municipality of Hodmezovasarhely, Hungary. I was working in the cabinet of the mayor of Hodmezovasarhely, under the direct management of the mayor. My task was to manage all the international economical, political and sister-city relations of the city as well as the organization of international conferences and cultural festivals.

10/2006 **Operational director** at an adult teaching high school and vocational school. My task was to manage, organize and monitor the operative work in seven different cities where the adult teaching school operated branch-institutes with more than 700 hundred students and about 100 teachers. This job required me to collect and systematize enormous amount of information and to utilize my excellent organizational and communicational skills.

03/2004-
10/2006 I worked for a wholesales company in Szeged as an **import manager and deputy sales director**. This firm focuses on three main groups of products: office, stationery and creative hobby items. My first task when I joined this company was to re-organize the import purchases, for the gradually growing volume of import and the old, insufficient structures that were unable to keep pace up with this growth made changes inevitable. I started working for this company as an import and project manager. I had to set as well as to fulfill and make others execute the tasks that were essential. I successfully effected the following changes: I established a customs warehouse storage system contracting with a company specialized in customs storage as well as in customs administration, meanwhile arranging for the infrastructural changes necessary at our company. I also managed to contract with a forwarder company offering a rather favorable service-package, thus achieving gradual decrease in the otherwise enormous shipment and insurance costs. Besides, I also signed new contracts with our old foreign partners as a result of which production time, packaging as well as our payment conditions all radically improved. In order to most effectively participate in all professional business forums I traveled to visit exhibitions and conduct negotiations in China, Turkey and Germany as well.

Following the successful changes I was given new tasks and challenges: I have to win a new segment of the Hungarian market to become our customers. My mission is to contract with new key partners and multinational chains and to arrange the listing in of my company's assortment in the highest possible rate. Presently I am working on this task as a sales deputy manager.

- 01/2003 of 01/2004 **Key Account Manager** at a wholesale company that deals with a wide range of non-food products. My task is to regularly negotiate with our company's most important partners in order to reach mutually favorable conditions for the sale and presentation of our products. My work is definitely efficiency-oriented, it requires self-sufficient decision making and initiative.
- 01/2002 – 01/2003 **Import manager** at ASTRA LTD, a company that distributes exclusive, high quality perfumery products. Some of my duties and responsibilities were the following: keeping up- to-date business connections with our partners abroad, administrative work relating to import procedures, market research for new products, coordination of the marketing tasks respective the successful launching and distribution of our products, translation, interpretation.
- 08/00–12/00 **Senior Assistant to the Managing Director.** Worked as a direct assistant to the managing director of The Street of the World Ltd., a company with an international focus. The scope of the business is investment, development and management. My job required me to use my language and organizational skills, attention to detail and an ability to handle multiple projects in an efficient manner. This job taught me not to be afraid of voicing my own initiatives, and has given my formal education a real perspective by showing me how textbook business works in real life.
- 1998 I was a **private teacher** and in Spain for four months.
- 1996-present **Tutor/English Language Instructor** Taught English as a Second Language (ESL) to students at a variety of levels, preparing them for the English Proficiency Examination, I taught at Ságvári Endre High School (Szeged, Hungary) and at Bálint Sándor Elementary School (Szeged, Hungary), I still have private students.
- 1990-present **Translator/Interpreter** Worked independently as a translator between English and Hungarian in a wide variety of fields including business, law, psychology, literary theory and technology. Among my clients were the Dean of the Jozsef Attila University, several private companies and the Rehabilitation Centre of Szeged, for instance.