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Qualification:

1980-85 Technical University of Budapest, Faculty of Electrical Engineering

Employment, experience:

Medicor Works, Factory of Electromedical Equipment

1985-89 Production engineer

Product manager of MEDICOR's medical equipment: responsibility for different products, from taking over the documentation issued by R&D till the final quality check. Preparing the production and solving all kind of problems can happen before, during and after manufacturing. Participating on exhibitions, installing and service in Hungary and abroad. Product portfolio: ECG's, patient monitors, laboratory analysers, audiometers, etc.

1989-90 Manager of the electrical production engineers group

1991 Deputy manager of development department, participating in the stopping of production, ceasing the factory

Novo-Trading Ltd, Medical equipment sales division

1991-94 Sales engineer responsible for haematological analysers and audiometers

Responsibility for distribution, importation, marketing, technical consultation, demoing, participating on exhibitions, etc. Organising service. Involved in the purchasing process (procurement, tendering) of key customers. (Yearly turnover app. 2 million ATS.)

Hewlett-Packard Hungary, Medical Systems (from 1996 Medexpert Ltd, HP medical distributor)

1994-96 Country sales manager

Handling the direct and indirect sales channels (selling high value projects directly to end-users and "box" sales via reseller network). Handling customer relationships and channel conflicts, organizing exhibitions, seminars, new product intros. Homologating new products for the local market. Lobbying on hospital director, Ministry of Health, World Bank level. (Yearly turnover app. 1 million USD.)

1996-99 Hewlett-Packard division manager

Responsible for the project of smooth transition of HP medical sales and service from direct to indirect representation. Searching for potential distributors, evaluating them, selecting the suitable one and continuing the activity on the previously established high quality level.

Philips Hungary, Business Electronics Department

1999-2002 Country manager of Communication and Security Systems division

Complete business-to-business activity, responsibility for sales, logistics, service, marketing, etc. Handling the relationship with partners, value added resellers, distributors, dealers, system integrators, supply them with necessary technical and sales information, support them at meetings with key end-users and potential

customers, providing mutually suitable trading conditions, managing dealer conflicts. Represented product lines: CCTV, public address, congress, paging equipment. (Yearly turnover app. 1 million EURO.)

Bosch Security Systems

2002-03 Manager of Communication business unit

Responsible for the smooth transition of the activity from Philips to Bosch (due to worldwide sales of the division). Afterwards managing the communication business line.

Brill Audio-Visual Ltd

2003-04 Sales Manager

Selling special audiovisual, teaching and building-control equipment. System design and installation. "Intelligent building" projects, also at abroad (in Romania). Representing foreign companies in Hungary. Managing a team of 6 engineers. Special cooperation (and conflict management) with the company's rental division in case of common hotel and conference centre projects.

Országos Járőrszolgálat Ltd (Nationwide Patrolling Ltd)

2004-05 Sales Manager

Selling special remote surveillance and patrolling services via partners. Maintain and develop indirect reselling network (security installers). Preparing contracts. Participating at exhibitions. Coordinating the development, production and marketing of new in-house GPRS product and system.

Fauser Hungary Ltd

2005- Sales Manager

Selling production controlling software directly to end-users and via reseller partners. Finding potential customers and partners, organizing product demos. Participating in establishing Fauser Hungary, translating the product and marketing materials. Keeping contact with mother company in Germany. Project management of ERP system implementations.

Others:

Non-smoker

A, B driving licence (many hundred- thousands accident free kms)

computer literacy

B type state security risk check in 2003

Family: spouse dr Izsai Krisztina, judge

 son Martin, 16 years old

Hobbies: motorbikes, bicycle riding, canoe touring, horseback riding



Papp Dániel

Budapest, 3rd October 2007