

BOHN MARTON

My carrier has been started in the banking sector after 3 years I have changed to Oil & Gas. I have been working for the Credit department in Shell for 7 years, I learnt how transport business is going on in each sector in Hungary and Romania. I also clearly understood how credit can support business growth and how/when we should act to generate the highest benefit with the lowest possible losses. Then due to a new possibility, I changed my position for Road Transport Compliance Coordinator. During the last more than 4 years, I received not just new professional skills but I developed a lot in stakeholder and project management areas.



PERSONAL

- Name**
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INTERESTS

- Sport (Taekwondo)
- Listening to music
- Reading
- Watching sport



WORK EXPERIENCE

- Feb 2017 - Present**
Road Transport Compliance Coordinator
Shell Hungary, Budapest
 - The full responsibility of managing contract with 2 haulers in Hungary
 - Lead and show proper HSSE culture for haulers, drivers
 - Create initiatives that result in better efficiency and cost reduction
 - Cooperate with other internal and external stakeholders (supply, scheduling, retail, and other competitors in Hungary)
 - Control on fuel deliveries in Hungary
- Jun 2012 - Feb 2017**
Senior Credit Analyst
Shell Hungary, Budapest
 - Analysis of the current portfolio, compare it to the sector statistics and working-out new action plan with the business, based on the result of the analysis
 - Helping credit strategy creating with reports and experience from the business negotiations
 - More than 60 customer visit and negotiation together with the business was done on a yearly basis
 - A new tool has been created by me which was able to support us on a weekly basis to avoid fraud in euroShell card
 - Review credit limits of new and existing customers in Hungary and Romania (up to 500 k USD)
 - Managing a portfolio of 1,500 customers
 - Prepare a report for the national and international management
 - Participate in a new SAP project - responsible for Hungary and Romania
- Jun 2009 - Jul 2012**
Credit Team Leader
Flaga Gas, Budapest
 - The full responsibility of credit limit evaluations in the Hungarian business
 - Manage the outstandings, do the work-out process
 - Manage the credit team with 2 members
 - Taking decisions in legal processes together with the legal support
- Dec 2007 - Mar 2009**
Team Leader of small and medium enterprises back-office department
Raiffeisen Bank, Budapest
 - Lead a 12 members team
 - The full responsibility of approving or reject contracts prior to the signature
 - Valuation of Balance Sheet, Profit& Loss; Disclosure Statement
 - Keeping daily contact with the other departments in the Bank



EDUCATION AND QUALIFICATIONS

2005 - 2008	Master Degree Technological and Economic University of Budapest, Budapest Degree of economic complementary qualification, correspondence course
2002 - 2005	Economics College Degree Széchenyi István University, Győr Degree of Financial Economics



MOST PROUD OF

Vice-President Award

I have received the VP Award 2 times during the last 4,5 years because of extremely successful work was done in cost-saving and HSSE part

Leading a part of credit training

A credit training was organized for the colleagues in SBO and I have prepared with a deeply developed case study and I was leading this panel discussion, brainstorming during the credit training

Extra benefit on excise duty changes

During the last 4,5 years, the excise duty was changed in Hungary 2 times; together with the whole local T&S and OtD team we have prepared for that properly, therefore, a huge benefit was generated.

People Development Day

Lead the organization team for the event; at the end, Golden Shell Award was provided for us



SKILLS

Risk Management	★ ★ ★ ★ ★
Working, cooperate with stakeholders	★ ★ ★ ★ ★
Assess industry risk, external and internal market	★ ★ ★ ★ ★
Negotiation skill	★ ★ ★ ★ ★
Leadership management	★ ★ ★ ★ ★
Business mindset	★ ★ ★ ★ ★
Communication	★ ★ ★ ★ ★
Decision making	★ ★ ★ ★ ★
Digital skill (excel, powerpoint)	★ ★ ★ ★ ★