



MAKRAM HILAL

BUSINESS ANALYST

CONTACT INFORMATION

Address: Kiraly utca, Budapest, Hungary
&
Qornayel, Mount Lebanon, Lebanon
Telephone: +961 71 014 942 | +33 6 24 07 26 25
Email : makram.hilal21@gmail.com

SKILLS

- Legal contract review
- Legal writing
- Contractual agreements
- Contract law
- Flexible approach
- Attention to details
- Key client relationship
- Presentations
- Client liaison
- Data analysis
- Time management
- Interpersonal skills
- Fully bilingual
- Leadership
- Managerial Skills
- Accounting
- Financial statements
- Financial software
- SAP
- Basic Salesforce knowledge
- Microsoft outlook
- Microsoft teams
- Microsoft Excel, PowerPoint and Word

PROFESSIONAL EXPERIENCE

Commercial Analyst - Level II

SCHNEIDER ELECTRIC ESS | Hungary - January 2022- Current

- Client negotiator on Terms and Conditions.
- Commercial and legal representor in client calls.
- Contractual risk assessor.
- Lead on client terms and conditions screening and redlining.
- Lead on assessments of code of conducts, supplier and vendor forms.
- Creator and reviewer of non-disclosure agreements.
- Lead commercial analyst for the Benelux region.
- First sales point of contact for new sales in the Benelux.
- Sales and sustainability domain owner.
- Contract creator for all domains including Cleantech.

Commercial Analyst - Level I

SCHNEIDER ELECTRIC ESS | Hungary - March 2020 - December 31st 2021

- Prepare, check and analyze contracts against the commercials agreed rules.
- Support deals mainly in UK and Ireland, France, Benelux, Germany, and Spain.
- Work closely with sales and client management functions by delivering a high-quality standard of support to making sales go live.
- Interact with internal departments (mainly finance, tax and legal) to find the best commercial solutions for every case.
- Configure Clients accounts, facilitating revenue recovery in the business (onboarding process) and support finance team on non-standard issues.
- Implement SE standard and bespoke processes of service contract creation.
- Provide commercial support during internal and external contract negotiations.
- Supporting sales and client management personal with contract diagnostics and assessments
- Facilitate client credit checks and credit assessments.

Product Control Analyst

CitiBank | Hungary - MARCH 2018 - DECEMBER 2018

- Prepare, check and analyze new trades and residual reviews.
- Prepare front to back reconciliation report: actual vs theoretical
- Collaborating with other interns on: process, training and schedules
- Using complex excel macros
- Data analysis
- Offsetting LATAM residual accounts

RECOGNITIONS

Commercial director recognition for high value sale deals

CERTIFICATIONS

- GDPR Awareness
- Digital Security
- New & Smarter Ways of Working
- People Vision Core Values
- Cybersecurity
- Work Efficiency
- Disability Awareness

PERSONAL PROFILE

I am very passionate about what I do. I love the environment and is fully devoted and interested in the environmental (Sustainability - Cleantech) and humanitarian sectors.

MAIN SKILLS

- Effective and motivating speaker
- Public speaker
- High Achiever
- Very adaptable
- Thrives under pressure
- Problem solver
- Communicator
- Excellent negotiator
- Self-confidence
- Easily adaptable
- Financial reporter

EDUCATION

BUDAPESTI GAZDASÁGI EGYETEM

BACHELOR OF ARTS IN FINANCE & ACCOUNTING *Hungary - 2015 - 2019*

Graduated with an overall classification: Good, JÓ

ACTIVITIES

Agribusiness Summer | Lebanon - 2019

Created an agriculture business were I invested in agriculture, planted organic plants and vegetables and sold them directly to clients interested in organic products

AVANS UNIVERSITY OF APPLIED SCIENCES OF BREDA “Woodstock Project” | 2017

Woodstock Project is a corroboration between AVANS University of Breda “Netherlands ” and BGE “Hungary” that allows participants to make managerial and pricing decisions to reach specific goals at the Woodstock Corporation and present it to the Woodstock Board. The aim of this project is to sculpture future managers that can negotiate and take the best decisions in the most stressful conditions.

LAU Model United Nations & Model Arab League | Lebanon - 2011 - 2012

Delegate programs aimed at bringing together students from different backgrounds to train them into becoming future leaders armed with diplomatic skills, public speaking skills and skills for conflict resolution and negotiation. Students also learn to overcome stereotypes and prejudices about other people.

NGOs activities | Lebanon - 2010 - 2011

I volunteered for AFDC; Association for Forests Development and Conservation. Participated in spreading environmental awareness, rehabilitation of degraded natural landscapes and plantations to help reforestation.

Environmental Education Section | Lebanon

The last 3 years of high-school I joined the environmental club where I became one of its student presidents, I worked hard on achieving environmental projects as I participated in a video for the UZEK environmental program to spread environmental awareness among students.

LANGUAGES

- **English**
Fully Fluent
- **Arabic**
Native
- **Spanish**
Beginner