

Tamas Szalay

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Currently based in Spain, relocating to New Zealand

SUMMARY

Business Development and Account Management professional with a proven track record in client relationship management, key account growth, and revenue generation. Skilled in stakeholder management, client retention, and building scalable sales and CRM systems from the ground up. Experienced across international, multi-cultural client portfolios in real estate, financial services, and e-commerce. Currently relocating to New Zealand, fully self-funded, and available to start immediately upon securing the right role.

CAREER HISTORY

Business Development & Account Manager, Co-Founder at SOLVIDA Real Estate

January 2025 – Present, Calpe, Spain

Co-founded and grew a client-facing business from zero, leading business development, key account management, and building every client relationship management system behind it.

Key Responsibilities

- Manage the full sales pipeline and key account relationships from lead generation through to close and ongoing retention
- Advise international buyers throughout the property search and purchase process, acting as key account manager for each client
- Build and maintain a stakeholder network across investors, developers, financial and legal partners, planners and referral sources
- Act as primary point of contact for client relationship management, coordinating legal, financial and administrative processes
- Built and maintained a fully automated CRM and lead pipeline, managing over 1,000 client and enquiry interactions

Achievements

- Grew the business from zero to a multi-client, multi-national account portfolio within two years
- Managed a client pipeline of over 1,000 interactions through a self-built CRM and automation system
- Sold over €5 million in property in the past year
- Achieved consistent client retention and referral-based business development through long-term account management

Sales & Business Development Specialist at Desire Properties Real Estate

January 2024 – January 2025, Costa Blanca, Spain

Drove new business development and account management for international clients, developing cross-border relationship management skills.

Key Responsibilities

- Generated and qualified new business leads through prospecting, networking and referral partnerships
- Managed the client relationship and sales pipeline from first contact through to close
- Advised international buyers throughout the property search and purchase process
- Negotiated offers and coordinated between buyers, sellers and legal partners
- Built long-term client relationships to drive customer retention, repeat business and referrals

Achievements

- Achieved the company's top sales record within my first year
- Closed the company's highest-value property sale to date

Financial Advisor & Account Manager at Money & More

2019 – 2023, Hungary

Built and managed a personal client portfolio from zero, providing consultative sales and account management across financial products.

Key Responsibilities

- Built and managed a client portfolio from zero through prospecting, networking and referral generation
- Managed key client accounts, advising on mortgages, insurance and investment decisions
- Prepared personalised financial analyses and account recommendations for each client
- Maintained long-term client relationships to drive customer retention, repeat business and referrals

Achievements

- Built a client portfolio from zero to over 150 ongoing accounts, managing full financial relationships for each

- Achieved a high client referral rate, with a significant share of new business generated through existing account recommendations
- Ranked 3rd among 50 new advisors company-wide in mortgage sales in my first year

Business Development & Managing Director, Co-Founder at LvL Up Ltd.

2016 – 2019, Szeged, Hungary

Co-founded one of Hungary's first interactive esports venues, leading business development, key account management with sponsors, and customer experience.

Key Responsibilities

- Led business development and marketing strategy for a new venue concept
- Managed key accounts and stakeholder relationships with sponsors and partners
- Managed daily operations, customer experience and a small team

Achievements

- Built a loyal local customer base around a new, first-of-its-kind concept in the region
- Successfully scaled the business through a franchise model, with two further locations opened in other cities

EDUCATION

BSc, Business Administration & Management

University of Szeged, Hungary | 2016 – 2020

Data Analytics Engineering

EPAM Systems | 2023 – 2024

KEY SKILLS

Business Development, Account Management, Key Account Management, Client Relationship Management, Sales Pipeline Management, Customer Retention, Stakeholder Management, Lead Generation, Negotiation, Consultative Sales, CRM & Process Automation, Revenue Growth, Financial Consulting

LANGUAGES

Hungarian (Native), English (Professional working proficiency)

REFERENCES

Available upon request.