



I am Róbert Kókai, a business coach and trainer with sales development approach and international sales experience.

I spent 2 decades in sales at international enterprises. Started as a product manager at a Hungarian IT wholesaler, then later as the leader of HP business unit I was responsible for \$30 Million hardware sales.

I built different private businesses, too: I successfully ran our family business of handcrafts and accessories for 5 years with reputable foreign suppliers, and online and a physical shop.

- I created an affiliate reseller program for 1,800 resellers for small and medium size customers at HP.
- I presented a 1-minute sales pitch (*'60 Second To Convince'*) in Monaco at the Distree XXL EMEA event in front of thousands of IT experts.
- I delivered technical / commercial / soft skill trainings in 16 different countries from Europe to the Middle East.

In the last 15 years, I developed international business of power management solutions (hardware and software), participated in company acquisitions and rebranding, and often turned problems into possibilities and managed critical business situations. The human side of business was always the most interesting part for me, I love meeting new cultures and new perspectives, I'm a lifetime learner.

Over the years, I have developed a particular sensitivity to solving my partners' business problems. The different coaching methodologies have given me new tools on how to manage people and relationships.

I completed a business personal development business coach training in 2018. I've initiated launching a peer coaching program at Budapest Business Center of EATON, focusing on the integration of newly appointed mid-managers with international background. We have over 500 internal client coaching hours. Becoming a leader is a process; leaders are not born but are formed under a purposeful learning process and accommodation to the new role.

An objective coach can help clients to clarify their drives and goals. Based on my experience I felt committed to helping experts and managers struggling with bottlenecks through my



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personalized coaching programs to complete their business and career aspirations and being their best selves. I also foster pro-bono secondary school student career orientation via HiSchool Foundation. I hold an ACC certification from ICF. (International Coaching Federation)

The business topics you can ask me on:

leadership development	powerful negotiation	cultural diversity at work
assertive communication	persuasion techniques	sales and business
stress management	personal branding	development
burnout prevention	impactful public speaking	career planning.
decision making	resilience	

Ask for a free consultation via my website www.kokaibusinesscoach.com.