



SALMA LABIB

STUDENT AT IAE AIX-MARSEILLE GRADUATE SCHOOL OF MANAGEMENT
MSC2 INTERNATIONAL BUSINESS, SEEKING AN INTERNSHIP

WORK EXPERIENCE

PMI Sales accounting analyst

ExxonMobil Hungary Kft| August 2022 -August 2023| Budapest -Hungary

- Partnering with business operations to ensure the completeness of volumetric and commercial accounting records
- Completing financial accounting and reporting activities for BENELUX customers
- Reconciliations and investigation of items for prompt resolution
- Preparation and analysis of monthly and quarterly KPIs

Senior affiliate operations coordinator

Paramount international| October 2021 -July 2022| Budapest-Hungary

- Supporting the streaming business(Paramount+, Noggin etc) by overseeing and monitoring streaming affiliate deals in the system.
- Collaborating with streaming teams to ensure subscribers, revenues, and deals data are handled efficiently. Participating in process improvement projects.
- Training junior members and ensuring the team meets its goals. Preparing reports and analysis for sales managers and directors.

Junior affiliate operations coordinator

Paramount international| April 2019 - September 2021| Budapest-Hungary

- Supporting planning and execution of new deals with key customers in the EMEA cluster (negotiation preparation, contract development, systems set-up) .
- Complex customer and contract data management and maintenance(Cable operators,OTT,SVOD platforms etc.)
- Responsible for the monthly billing process and invoicing customers. Monthly reconciliation of financial data of Affiliate revenue stream, in cooperation with respective finance and sales teams, to ensure planning and forecasting are handled efficiently and accurately.
- Part of the preparation of launching a new cable channel and other types of project meetings with sales and operations departments.
- Active and constant cooperation with BI team, RTR, local Finance, and sales teams from all regions.

PROFILE

Dynamic professional with a Master's degree in International Economics and Business, currently pursuing a second Master's in International Business. Experienced in sales analysis and financial management within the media and energy sectors on an international level. Eager to leverage my project management and strategic analysis skills in an internship in International Business to fulfill my degree requirements.


SKILLS

Business operations
Sales analysis
Stakeholder management
Business Media
Contract management
FP&A
SAP
Excel

LANGUAGES

Arabic: Native
French: C2 Proficiency (TCF)
English: C2 Proficiency (TOEIC)

CONTACT

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EDUCATION

M2 International business

IAE Aix-Marseille Graduate School of Management-France September 2023- December 2024

MSC in International economics and business

Budapest Business School - Hungary | 2018 - 2020

Awarded two-year full-tuition scholarship within Stipendium Hungaricum program

Graduated with: Good.(GPA:4.4/5)