

# Ádám Gusztos

**Dynamic and results-driven legal professional** with expertise in international commercial law, regulatory compliance, and cross-border negotiations. Proven track record in advising multinational companies, representing organizations at industry events, and maintaining strategic relationships with regulatory bodies. Equipped with strong analytical skills and a deep understanding of legislative processes, supported by a robust academic background in law and international contracts. Multilingual communicator with professional proficiency in English and German, and a foundational knowledge of French.

## Experience

AUGUST 2023 – PRESENT

### **Legal Advisor | Landwärme CE Trading | Budapest, Hungary**

I have been part in driving the company's expansion into the Baltic and Spanish markets while contributing to the company's growth within the Central and Eastern European (CEE) region. My role involves drafting and negotiating contracts for international transactions, ensuring their alignment with the organization's strategic objectives. In addition, I facilitate the implementation of key deals and maintain productive relationships with regulatory authorities and stakeholder groups. My responsibilities also include monitoring legislative drafts and analyzing commercial trends that impact the company's operations, as well as representing the organization at industry events to foster partnerships and enhance market visibility.

FEBRUARY 2023 – AUGUST 2023

### **Junior Lawyer | Szabó-Kocsis Law Firm | Budapest, Hungary**

As a Junior Lawyer at Szabó-Kocsis Law Firm, I specialized in employment law, commercial law, competition law, and dispute resolution. I managed claims and provided comprehensive legal support to clients, ensuring the delivery of effective and practical solutions.

OCTOBER 2021 – FEBRUARY 2023

### **Investment and Trade Policy Expert | Ministry of Foreign Affairs and Trade | Budapest, Hungary**

During my tenure as an Investment and Trade Policy Expert at the Ministry of Foreign Affairs and Trade, Hungary, I was part in negotiating bilateral investment agreements with countries such as Angola, Saudi Arabia, and Bahrain. These negotiations provided invaluable insights into the complexities of international treaty-making. Notably, I was part in the successful completion of the negotiations with Bahrain on a technical level, while progressing discussions with Angola and Saudi Arabia. I ensured coherence between EU and Hungarian investment treaty practices, developing a deep understanding of international investment frameworks and treaty negotiations in the process. This role provided significant exposure to high-stakes international dealings and enhanced my skills in strategic diplomacy and legal advisory.

## Education

### **Law Degree | University of Szeged | Szeged, Hungary**

- Awarded Cum Laude.
- Specialized in international contract law

### **Exchange Program Erasmus+ | University of Salzburg | Salzburg, Austria**

- Focused on Comparative Private Law
- Commercial Law
- International Sports Law and Arbitration

### **German Civil Law Studies | Johannes Gutenberg University of Mainz**

- Studied General and Special Parts of Civil Law

## Languages

- English: Full professional proficiency
- German: Full professional proficiency
- French: Beginner
- Hungarian: Native

## Activities

- Former water polo athlete
- Member of Youth Atlantic Treaty Association of Hungary