

Daniel Kovari

Freelance Talent Sourcer & Recruiter

Hungary | [LinkedIn](#)

Co-founder of Staffron, a human + AI sourcing practice running top-of-funnel recruiting for tech, consulting, and high-volume talent platforms across multiple geographies.

EXPERIENCE

Co-Founder & Lead Recruiter Staffron	Feb 2026 — Present <i>Budapest (remote, global clients)</i>
Co-founded and operate Staffron, a human + AI sourcing practice covering talent pipeline end-to-end. Deliver 156 CV-submitted candidates to single clients in 3 weeks at 95% interview acceptance, handle 200–300 candidate contacts per day on high-volume projects, and maintain concurrent pipelines of 20–30 qualified candidates per role per week. Screen candidates against detailed technical rubrics and run first-round qualification across 20+ specializations including ML/AI specialists, senior engineers, data scientists, PhD / STEM candidates, management consultants and lawyers.	
Founder ScaleQuota	Sep 2025 — Jan 2026 <i>Remote</i>
Founded and built AI research agents for people and company intelligence covering discovery, enrichment, and ICP scoring. Developed technology for recruiting and sales prospecting that later evolved into Staffron's sourcing engine.	
Founding sales Phonely (YC S24)	Aug 2024 — Aug 2025 <i>San Francisco, California, United States</i>
Founding sales hire at Y Combinator-backed voice AI startup. As sole salesperson, scaled revenue from \$80K to \$1.4M ARR in 12 months through direct outreach and relationship building.	
Co-Founder & Chief Business Officer Propertizer	Oct 2022 — Aug 2024 <i>Budapest</i>
Led sales, partnerships and go-to-market for proptech platform. Hired and trained the sales team to support business growth and market expansion.	
M&A & Business Developer CTP	Feb 2022 — Sep 2022 <i>Budapest</i>
Closed €6M+ lifetime-value leases within 3 months, achieving fastest business developer ranking in region for leasing 20,000+ sqm of commercial space.	
Investment Analyst CBRE	Nov 2019 — Feb 2022 <i>Budapest</i>
Underwrote 10+ real estate transactions worth €400M+, including Hungary's largest office portfolio sale of 2021 at €120M. Analyzed complex commercial real estate investments across multiple asset classes.	
Global Business Analyst Zoetis	Sep 2018 — Jul 2019
Business Analyst EPAM Systems	Aug 2016 — Jul 2019 <i>Budapest</i>
Managed EPAM's second-largest account across 37 countries, overseeing operations and client relationships at global scale.	
Analyst Zoetis	Aug 2016 — Dec 2017 <i>Dublin</i>
Cut global inventory by \$50M in 6 months through supply chain analysis and optimization initiatives.	

EDUCATION

Imperial College London <i>Master of Business Administration - MBA</i> Left to build Propertizer full-time	Sep 2023 — Jun 2024
Bethune-Cookman University <i>Bachelor of Business Administration - BBA</i> Full scholarship	Sep 2014 — Jun 2016
Jacksonville University <i>Bachelor's degree in Business Administration and Management, General</i> 80% scholarship	Sep 2012 — Jun 2014

PROJECTS

A HITL sourcing engine - searches the open web for proof of expertise, scores every candidate against specified rubrics and runs outreach, Staffron AI (<https://staffron.ai/>) Feb 2026 — Present
We work with RL / eval companies, recruiting firms and startups sourcing scarce experts

SKILLS

Data Analytics · Strategic Planning · Real Estate · Commercial Real Estate · Due Diligence · Investments · Alternative Investments · Capital Markets · talent sourcing · recruiting · AI sourcing · technical screening · candidate qualification · outreach optimization · Python · backend engineering · data science · machine learning · sales · go-to-market strategy · real estate investment · supply chain management · business development · M&A · Hungarian · English · Apollo · Clay · Attio · Salesforce · ATS · Instantly · Claude · Claude code · Sales navigator · GTM · Founding sales