



# John Smith

## Business Graduate



### Contact

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### TECHNICAL SKILLS

#### Digital Marketing

Google AdWords. Google Analytics. SendGrid.  
Hubspot Sales. Facebook for Business. Typeform.

#### Business, Research and Data Analysis

Proficient User in Microsoft Excel & PowerPoint.  
Mendeley. NVivo. Surveyxact.



### SOFT SKILLS

Verbal and Written Communication | Storytelling  
| Critical Thinking | Public Speaking



### PERSONAL PROJECTS

Co-founded "Ernest Hemingway Book Club" (2013 – Present)

- A literature club which at the moment has 160 active members.

Launched a recycling program for the Business Campus (2014)

- Created materials and informed all the students on the campus to differentiate and be aware of their waste and care about the environment.



### PROFILE

An independent and self-motivated business graduate with proven and tested business, procurement, sales, and marketing skills. A strong link between theory and practice from an MSc, practical internships and a part-time job.



### EDUCATION

#### MSc – Global Business Management

The University of Chicago

09/2015 – 06/2017

Thesis

- "Global Mindset – a Requirement for Global Organizations and Global Leaders"

#### BSc in International Business

The University of Chicago

09/2012 – 06/2015

Main Courses

- Corporate Communication
- International Economics
- Corporate Governance
- Risk Management of Multinational Enterprises



### WORK EXPERIENCE

#### Business Development Representative

AirState Solutions

11/2016 – 10/2017

Achievements/Tasks

- Reviewed constantly the customer feedback and then suggested how to improve processes and service levels.
- Successfully overcome personal targets of outbound leads for 3 months in a row.
- Improved communication between the Sales and Technical department by introducing and implementing a new communication system.



### PERSONAL ACHIEVEMENTS

- Finished the Chicago Marathon 2 times (2015 – 2016)  
*One of the six World Marathon Majors. Both times finished it under 3h 30min.*
- Read at least 40 books per year (2014 – Present)  
*Personal goal set on goodreads.com*