

AMILA AHMETHODŽIĆ



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 Building B; Office F1.27

SKILLS

- Languages:
Bosnian/Serbian/Croatian, English,
Italian, Swedish, learning German
- Microsoft Office, HubSpot, Fortnox,
Filemaker, Starweb, Inexchange,
Tableau, SPSS
- Communication, Organization,
Agileness, Problem solving

EDUCATION

PHD MANAGEMENT

International University of Sarajevo,
B&H; 2024 - Present

M.SC. BUSINESS AND ECONOMICS; SPECIALIZATION IN MANAGING PEOPLE, KNOWLEDGE AND CHANGE

Lund University, Sweden; 2020 - 2021

B.A. INTERNATIONAL BUSINESS AND FINANCE

International University of Sarajevo,
B&H; 2016 - 2020

Exchange semester at West University
of Timisoara, Romania

Exchange semester at University of
Applied Sciences Ludwigshafen am
Rhein, Germany

PROFILE

Dedicated and proactive PhD student and an Assistant. Excellent written and verbal communication skills in four languages. Team worker thriving in an international environment. Research interests: HRM, leadership, CSR, and organizational behavior.

EXPERIENCE

ASSISTANT AND JUNIOR RESEARCHER

International University of Sarajevo, Department of Economics
September 2024 - Present

Sarajevo, Bosnia and Herzegovina

- Preparing and teaching tutorials in statistics, microeconomics, and macroeconomics. Holding student consultations, performing student advising, and administrative duties. Working on my professional development to obtain a higher academic degree. Involved in two research projects; 'Green Consumer Intentions' and 'Multilevel Configurations of Organizational Design'.

ACCOUNT MANAGER

June 2022 - July 2024

Kungsbacka (Gothenburg), Sweden

YourRad AB (distribution and production of medical technology)

- Building relationships with current customers and suppliers, and targeting potential. Preparing quotes and negotiating prices. Attending relevant conferences, performing product demonstrations, and training for new customers. Handling Order-to-Cash cycle. Responding to customer requests and complaints.

STUDENT RELATIONSHIP MANAGER

Hyper Island (higher education institution)

January 2022 - June 2022

Stockholm, Sweden

- A hands-on, high-activity sales role with a key impact on growing the number of students. Creating, building, and maintaining positive relationships with prospective students through phone, email, and meetings. Solving inquiries and complaints. Proactively managing CRM database.

INTERNSHIPS & VOLUNTEERING

- 'Brainnest', Junior Market research Analyst trainee, Bremen, Germany (October 2021)

Intensive one-month training program for Junior Market Research Analyst. This program encompasses tasks and responsibilities that you might find in a regular internship and directions, lectures, and practicum projects that you might find in a regular training program.

- 'diPulse', Social Media Marketing Intern, Gothenburg, Sweden (September 2021)

Work on developing and conducting a new social media marketing strategy. Contact brand ambassadors and grow new business collaborations. Help create and organize social media content.

- 'AFS International', „AFS BiH“/ „UG isu BiH“, Volunteer, Sarajevo, B&H (December 2014 - August 2020)

Conduct full recruitment processes for youth exchanges. Organize and manage electoral workshops for 50+ youngsters. Work in the office with international partners and assisted with all day-to-day activities. Being a contact person for international students.

- 'Leo international', 'Leo Club EGON-Bosnia and Herzegovina', Volunteer and Vice president, Sarajevo, B&H (June 2015 – January 2020)

Organize and participate in visits to the Gerontology Center, Institute „Mjedenica“, Center for Hearing and Speech Rehabilitation, Center for the Blind and Visually Impaired Children, and others.

- 'Red Cross Novo Sarajevo', Volunteer, Sarajevo, B&H (November 2014 – January 2018)

First aid team member and volunteer for several humanitarian actions. A part of activist projects against hate speech, harassment, and domestic violence.

ACTIVITIES

- Participant or organizer of several events between 2016 and 2019 Mentor at 'Winter School & Fest', Gračanica, B&H, 2019, 'Youth Speak Forum', Sarajevo, B&H, 2018, Conference "CEO", Sarajevo, B&H, 2017, Conference 'Value Up', Sarajevo, B&H, 2017, and more.
- Study session 'Active Citizenship in the refugee crisis', participant, Budapest, Hungary (August 2016)
- Study session 'Islam in Europe', participant, Dilbeek (Brussels), Belgium (April 2016)
- 'Danube Green Summer School', participant, Ulm, Germany (August 2015)
- President and member of the student council, Treća gimnazija (September 2014 – May 2016)
- Certified trainer for AFS Intercultural Programs (2015)