

Majid Hejazi

📍 Sarajevo Canton, Bosnia and Herzegovina ✉ majidhejazi98@gmail.com ☎ 062351152 📧 in/majidhejazi

SUMMARY

Engineering management graduate with a passion for people-centered innovation. Experienced in education, media, and strategic operations, driving impact through leadership, digital marketing, and community-focused project development.

EXPERIENCE

Part-Time Lecturer

International University of Sarajevo (IUS)

February 2026 - Present, Sarajevo, Bosnia and Herzegovina · On-site

- Currently teaching an undergraduate introductory course on programming fundamentals using MATLAB-compatible tools to students from diverse academic backgrounds.
- Designed and delivered lectures, exercises, and assessments focused on numerical computing, problem-solving, and basic economic applications.

Co-Founder | Manager

NUR Association for Empowering Families and Children

September 2024 - Present, Sarajevo, Bosnia and Herzegovina · On-site

- Currently managing daily operations, overseeing a team of 6 employees, and ensuring the well-being and development of over 40 children.
- Developed and implemented educational programs tailored to early childhood needs.
- Maintained smooth communication between parents, staff, and external partners.

Director's Assistant | Programs & Media Strategist

Kampus PBK

February 2024 - Present, Sarajevo, Bosnia and Herzegovina · Hybrid

- Instagram Growth: Boosted account reach by 638%, profile activity by 393.8%, profile visits by 397.3%, external link taps by 225.9%, and business address taps by 500% within two months through targeted campaigns and short-form video content.
- Website Performance: Increased new user visits by over 9,000% via Google and YouTube advertising.
- Financial & Strategic Reports: Authored 3+ financial reports and led 5+ improvement projects, detailing needs assessments, execution plans, and full budget projections.
- Manage the school's social media, video content, and ad campaigns across platforms (Instagram, YouTube, Google).
- Plan and execute on-campus and community events (academic workshops, cultural festivals).
- Support school leadership through reporting, planning, and strategy consultation.

Market Research Analyst

TWAICE

September 2023 - November 2023, Munich, Germany · Remote

- Conducted in-depth research on the North American market, evaluating existing ideas, structures, and potential emerging initiatives.
- Utilized classroom-acquired knowledge to forecast the probable industry landscape in North America and formulated an initial go-to-market strategy based on findings.

Product Management Intern

Solaflect Energy

June 2023 - August 2023, Norwich, Vermont, United States · Remote

- Designed and constructed a predictive model by analyzing solar data to provide recommendations for the ideal battery capacity for Solaflect's solar electric vehicle (EV) charging station.

EDUCATION

Master of Engineering Management (MEM), Product Management

Thayer School of Engineering at Dartmouth · Hanover, NH · November 2023

Bachelor of Engineering - BE, Mechanical Engineering

Imam Khomeini International University · January 2021

SKILLS

Industry Knowledge: Digital Marketing, Large Scale Events, Online Content Creation, Financial Reporting, Financial Analysis, Education Management, Human Resources (HR), Accounting, Management Consulting, Event Planning, Electric Vehicles, Autonomous Vehicles, Data Collection, Presentation Skills, Interviewing, Objectives and Key Results (OKRs), Data Analysis

Tools & Technologies: Tableau, WordPress, Microsoft Office, Microsoft Word, Microsoft PowerPoint, CATIA, Microsoft Excel, Matlab

Interpersonal Skills: Strategic Planning, Team Leadership, Negotiation, Leadership, Management, Teamwork, social skills, Communication, Public Speaking

Languages: Persian (Native) · English (Professional) · Bosnian (Intermediate) · Arabic (Basic)
