

Contact

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Languages

English (Full Professional)

Spanish (Professional Working)

French (Limited Working)

Certifications

Certificate in Advanced English - A

Spanish Cervantes certificate B2 level

GMAT 680

TOEFL iBT 117/120

Photography basics

Publications

A DUAL PERSPECTIVE OF VALUE IN A BUNDLE OF PRODUCT AND SERVICE

Niusha Safarpour

PhD student

Canada

Experience

University of Alberta

PHD Student

September 2019 - Present

Edmonton, Canada Area

Cafe Bazaar

2 years 7 months

Sales & Partnership Manager at Cafe Bazaar

December 2017 - July 2019 (1 year 8 months)

- Establish/lead complex strategic partnerships
- Participate in international Expos and conventions proactively
- Design and execute scalable content acquisition programs
- Drive collaboration with internal cross-functional teams
- Manage escalations, removing roadblocks, developing individual account plans
- Act as an internal advocate for partners
- Identify potential sales opportunities and extending the partnership to other products and business solutions

Key Account Manager

January 2017 - November 2017 (11 months)

Data driven management of international key accounts:

- Developed a framework for Key account identification
- Created a dashboard for the relevant data
- Determined the key accounts based on the framework and the data
- Maintained relationship with international key partners through reports and frequent conversations

freelance English language services

English language expert

December 2015 - September 2017 (1 year 10 months)

- Teaching English as a second language
- Holder of TOEFL 117/120, And Grade A in CAE
- Trained over 10 students for participation in standard exams

-Designed courses for individuals

Freelance photographer and social media marketer

Freelance Photographer

December 2015 - April 2017 (1 year 5 months)

ZoodFood

HR executive

July 2016 - January 2017 (7 months)

Tehran

As the only one on the HR team:

-Doubled the number of employees through successful hiring

-Started the Career page for the company from the scratch

-Handled payroll and bonuses

-Automatized the payroll and attendance processes

-Generated and executed ideas for team building

-Created and executed a performance review method for the development team

-Handled performance issues

Tampere University of Technology

Research Assistant

June 2015 - December 2015 (7 months)

-Conducted competitor analysis

-Introduced an innovative product development marketing process

-Contributed to the commercialization

Safir English language academy

English teacher

October 2008 - August 2013 (4 years 11 months)

Tehran, Iran

Teaching English to adults as a second language A1-C1 level

Exam development

Royal machine nassaj

Machinery sales representative (B2B)

June 2008 - August 2013 (5 years 3 months)

Tehran, Iran

International sourcing of machinery

International consulting and sales according to customer processes

Organizational sales coordination
International correspondence
International marketing
Customer relationship management

Institute for color science and technology
Undergraduate Research Assistant
June 2012 - September 2012 (4 months)
Tehran, Iran

Field of inkjet printing
Academic research
Academic translation of literature
Literature review writing

Sayee language school
English teacher
2008 - 2009 (2 years)

Education

Alberta School of Business, University of Alberta
Doctor of Philosophy - PhD, Business, Management, Marketing, and Related
Support Services · (2019 - 2022)

Tampere University of Technology
Master of Industrial engineering and management, Industrial engineering and
management · (2013 - 2015)

Amirkabir University of Technology - Tehran Polytechnic
Bachelor of Science (BSc), Textile Sciences and Engineering · (2008 - 2013)