

## MARTIN DITZEL

### PERSONAL DATA

**Date of Birth** 23.07.1996 (19 years old)  
**Place of Birth** Düsseldorf (GER)  
**Nationality** German



### SUMMARY

- Fourth-semester business school student with passion for music and entrepreneurship
- 3 months international sales and marketing experience in the spirit industry
- 2 months recruiting experience in the Berlin start-up scene
- Productivity/Travel blogger with continuous strive for self-improvement

### EDUCATION

**08/2014 – 06/2017** **EBS BUSINESS SCHOOL**, Oestrich-Winkel (GER)  
*Top 3 Business School in Germany (eduniversal ranking)*  
*Bachelor of Science in General Management*  
GPA: 2.0 (Top 20%) (on a scale from 1 = best to 6 = worst)

**02/2016 – 04/2016** **FGV EAESP**, São Paulo (BR)  
*Top 1 Business School in Brazil (eduniversal ranking)*  
Exchange Semester

**08/2007 – 06/2014** **ST. URSULA GYMNASIUM**, Düsseldorf (GER)  
*Baccalaureate (Abitur)*  
GPA: 1.6 (Top 10%) (on a scale from 1 = best to 6 = worst)

### WORK EXPERIENCE

**05/2015 – 08/2015** **PERNOD RICARD**, Ho Chi Minh City (VN)  
(3 months)  
*Position: Sales Intern*

- Implementing sales tracking tools for more than 700 Vietnamese outlets to analyze the influence of cash sponsorship on sales performance
- Sustaining relationships with main partners and redesigning outlet contracts by setting up new conversion ratios for 30 products to simplify performance measurement
- Developing new market opportunities for 20 wine products in HCM City by analyzing market demand (expected profit) and entry opportunities (competitive situation)

**04/2015** **J.P. MORGAN**, London (UK)  
(1 week)  
*Position: Spring Intern*

- 2 work rotations at the *FX options trading* and *EM trading* desks during the “2015 Experience the Markets Spring Week” – program
- General overview of the areas of sales, trading & research

**06/2014 – 07/2014** **DIVIMOVE – YOUTUBE TALENT NETWORK**, Berlin (GER)  
(2 months)  
*Position: HR Intern*

- Starting new recruiting strategies (e.g. direct LinkedIn approach) to place 4 open vacancies on time with suitable international candidates
- Strengthening the internal branding by creating benefits (e.g. team events and trips) to satisfy current employees & to attract new applicants

## VOLUNTARY ENGAGEMENT

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<b>since 07/2010</b> (5 years 8 months)	<b>CATHOLIC YOUTH GROUP (KjG), Düsseldorf (GER)</b> <i>Position:</i> Group leader <ul style="list-style-type: none"><li>- Organizing more than 3 fundraising events per year (approx. € 5,000)</li><li>- Leading &amp; Planning yearly summer camps &amp; weekly groups (15-70 participants aged 8-16 years)</li></ul>
<b>10/2014 – 12/2015</b> (1 year 2 months)	<b>EBS BUSINESS SCHOOL, Oestrich-Winkel (GER)</b> <i>Position:</i> President of the Student Body <ul style="list-style-type: none"><li>- Planning &amp; executing 4 student-organized congresses per year with a budget of € 60,000 and more than 500 participants each</li><li>- Increasing the student application number by 5% with new recruiting strategies as direct student contact via telephone and Facebook</li></ul>

## AWARDS

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<b>2015</b>	<b>Scholarship   Klaus Murmann Fellowship Program</b> <i>Foundation of German Business (Stiftung der Deutschen Wirtschaft - SDW)</i>
<b>2014</b>	<b>1<sup>st</sup> Price “The XVI. Annual Student Business Plan Competition”</b> Founding a food e-commerce in Germany <i>Graduate School of Management, St. Petersburg University</i>
<b>2014</b>	<b>EBS Bronze Scholarship:</b> 25% tuition fee deduction <i>EBS Business School</i>
<b>2014</b>	<b>eXebs Fellowship - Scholarship:</b> 75% tuition fee financing, professional support by mentoring program <i>EBS Alumni Association</i>
<b>2014</b>	<b>Ideal Scholarships</b> (contains e.g. soft skills courses) <i>Career networks as careerloft &amp; e-fellows</i>
<b>2013</b>	<b>Junior Manager:</b> Successfully finishing the 1-year junior management school program <i>German Chamber of Industry and Commerce</i>

## FURTHER SKILLS

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<b>Languages</b>	German	native speaker
	English	fluent
	French	good knowledge
	Russian	good knowledge
	Portuguese	basic knowledge
	Latin	Latin proficiency certificate - Latinum
	Ancient Greek	Greek proficiency certificate - Graecum
<b>IT</b>	MS Office	good knowledge
	Adobe Photoshop	basic knowledge
	Prezi	basic knowledge

São Paulo, 14 March 2016

Martin Ditzel

