Nazerke Aitmukhanbetova

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**PROFESSIONAL SUMMARY**

Motivated and hardworking business professional with a strong background in healthcare, consulting, and strategic marketing. Known for a proactive mindset, adaptability, and a consistent drive to learn new skills in fast-paced environments. Demonstrated success in securing partnerships, leading cross-functional teams, and solving complex problems using data and market insights. Passionate about making a positive impact through innovative thinking, continuous learning, and a deep commitment to excellence in every role.

**education**

**Georgetown University, McDonough School of Business Washington, DC**

**Master of Science in Management (STEM-designated program)** *Expected Graduation:**May 2025*

* Member: Georgetown Consulting Club, Georgetown Retail and Luxury Association
* Global Business Experience (Singapore)
* GRE: Quant. 170 / Verbal 159

**Florida International University (FIU)**  **Miami, FL**

**Bachelor of Science in Healthcare Administration**  *July 2024*

* Summa Cum Laude, GPA 3.92
* Member: ALPFA, HESO

**experience**

**Hospital Alem Saulyk**  **Aktobe, Kazakhstan**

***Management Intern*** *November 2023 – August 2024*

* **Business Development:** Connected hospital administration with sponsors, securing $90,000 for a free healthcare program serving 250 children with special needs and orphans.
* **Data-Driven Strategy:** Leveraged performance data to optimize scheduling, supply chain, and quality care, reducing patient wait times by 30% through staff collaboration.
* **Strategic Partnerships & Program Development:** Launched new patient education program by leveraging a strategic partnership with Kazakhstan's top soccer team which significantly elevated the hospital's profile and achieved a **25% increase in patient engagement.**

**Deloitte LLP & Deloitte TCF** **Almaty, Kazakhstan**

***Consulting Intern – Data & Strategy*** *June 2023 – August 2023*

* **Financial Analysis & Reporting:** Synthesized and presented financial data to senior management and stakeholders.
* **Strategic Financial Planning:** Contributed to company growth strategies, aligning with expansion initiatives.
* **Problem Solving**: Resolved data inconsistencies impacting client reporting, resulting in a 35% increase in report accuracy.
* **Market Analysis & Performance Optimization:** Identified market trends and key expansion opportunities for all clients while tracking monthly budgets, pacing, and performance metrics, surpassing annual revenue goals by **6% in 2023.**

**GlaxoSmithKline Plc (GSK)** **Miami, FL**

***Research Intern – Strategic Marketing*** *January 2023 – June 2024*

* **Strategic Vaccine Marketing:** Designed and implemented a data-driven marketing campaign to raise awareness about Shingles disease and vaccine availability. Achieved a **60% increase in projected market penetration**.
* **Life Sciences Expertise & Project Delivery:** Contributed critical life sciences expertise to the shingles vaccine research project, resulting in the on-time completion of all project milestones.
* **Market Entry Strategy:** Developed and executed a shingles vaccine launch plan, targeting key demographics and optimizing marketing channels. Ensured vendor performance, achieving a 98% retention rate in 2024.

**FIU Green Library** **Miami, FL**

***Guest Service Attendant***  *January 2023 – August 2024*

* **Enhanced Service Efficiency:** Analyzed patron inquiries, proactively addressed common questions about campus resources, improving response times a 10% reduction in average response time, a 15% increase in positive feedback.
* **Problem-Solving & Communication Skills:** Implemented strategic changes that resulted in a 30% increase in visitor numbers and enhanced operational efficiency.
* **Event Coordination & Stakeholder Collaboration:** Coordinated and promoted several library events in partnership with third-party program providers, faculty, and students.
* **Web Design & Development:** Redesigned [FIU Library Services](https://library.fiu.edu/) website User Interface using HTML.

**distinctions**

**Leadership:** *Delegate*, FIU Model United Nations - Ranked #3 in North America

*Nominee*, The National Society of Leadership and Success

*Treasurer*, FIU Health Executive Student Organization

**Languages:** Kazakh (native), Russian (native), English (fluent), Spanish (B1 proficiency)

**Technology:** R, R Studio,Word, Excel, PowerPoint, **Microsoft Project, Tableau**

**Certifications:** D.C. Advocacy, Communication, and Careers, Digital Badge (Innovation and Equity in Healthcare FIU D.C. Fly-In) , Principles of Economics (Stanford University, online), Innovation in Healthcare (Harvard University, online)