

# Fidan ZOHRABOVA

Enthusiastic, hardworking and versatile managerial graduate with varied international work experience and ability to work in multicultural environments that reward creative thinking. Desire to achieve a responsible position with an organization which can provide opportunities for long-term professional development and growth. Well educated polyglot with strong ambitions to embark on a successful career in management.

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## EDUCATION

### Master of Economics and Science with major in Management

Università della Svizzera Italiana

09/2014 — 09/2017

Lugano, Switzerland

### Bachelor of Economics and Management with major in Business Administration

Khazar University

09/2010 — 06/2014

Baku, Azerbaijan

## ADDITIONAL SKILLS

Creative Design

Leadership

Product Presentation

Brand Management

Event Management

Event Planning

Marketing

International Team Work

## ACHIEVEMENTS & CERTIFICATES

Certificate of Completion for open data camp on economic journalism (09/2017 — 10/2017)

Awarded by USAID

Successful Completion of economic diversification and sustainable development in petroleum rich countries course (06/2014 — 07/2014)

Awarded by Eurasia HUB & Revenue Watch Institute

Certificate of achievement in Microsoft Office Programs (12/2013 — 01/2014)

Awarded by Young Business Factory

Managerial Accounting and Financial Control Certificate (07/2013 — 07/2013)

Awarded by The London School of Economics and Political Science

## VOLUNTEER EXPERIENCE

### Member of Marketing Department

AIESEC Lugano, Switzerland

09/2016 — 09/2017

- Managed social networking platforms by overseeing all company events and projects. Participated in the promotion of domestic AIESEC events.

## LANGUAGES

Azerbaijani

Native or Bilingual Proficiency

English

Full Professional Proficiency

Italian

Elementary Proficiency

Russian

Native or Bilingual Proficiency

Turkish

Professional Working Proficiency

## WORK EXPERIENCE

### Corporate Sales Supervisor

Formula 1 and Azerbaijan Grand Prix (Baku City Circuit Operations Company)

01/2019 — 04/2019

Baku, Azerbaijan

- Responsible for building new customer base to maximize sales
- Providing a professional and excellent level of customer service with existing and new customers
- Focusing sales efforts by studying existing and potential needs of clients
- Responding to complaints from customers and give after-sales support when requested
- Working with VIP guests and big companies by selling tickets
- Accommodation of celebrities and VIP guests in the Hotels, meeting their needs, solving problems upon receipts, as well as accompaniment on event dates.

### Operations Secretariat

Expo 2025 Baku Azerbaijan

03/2018 — 12/2018

Baku, Azerbaijan

- Responsible for the organization of government level events on behalf of the Bureau International des Expositions.
- Implementation and coordination of detailed event schedule, while maintaining and managing protocol.
- Developed strong hospitality management competence.
- Creative control and branding coordination for the various well attended professional events.
- Worked persistently and successfully to ensure VIP guest requirements were met, often at short notice and under challenging conditions.

### Marketing Intern

Roberto Coin S.p.A.

10/2017 — 01/2018

Vicenza, Italy

- Responsible for a project involving the store identity of the brand, briefed directly by the company's architect and internal manager
- Spent time in the various departments of the company, attaining a complete insight of its internal operations, strategies and best practices.
- Gained varied work experience through placement and participation in different departments of the company; for example, the Venice, Vicenza and Rome branches.
- Working to tight deadlines involved extensive time-management skills.

### Photographers' Reception Team Member

Formula 1 and Azerbaijan Grand Prix (Baku City Circuit Operations Company)

06/2017 — 07/2017

Baku, Azerbaijan

- Directly responsible for the marketing of Baku City Circuit, liaising with company representatives, customers, and event managers.
- Developed strong communication skills and ability to network with a diverse range of clientele.
- Coordination of press management and controlling site access to journalists and photographers.
- Resolving technical issues as they arose to client satisfaction required independent problem-solving skills, critical thinking, and flexibility.