

Zia Ullah Sahibzada – CV



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Work experience

2013.02 – 2014.03

Precise Technology

UMEÅ

Provided leadership, coaching and management to the team to ensure performance, development, and retention.

Development and execution of the strategic marketing plan to drive profitable new customer .

Team motivation through effective monitoring, coaching, counselling, and providing a positive working environment.

Participated in marketing events, such as tradeshow and tabletop show as needed.

Sales report development and management

September 2009–February 2010 **Uminova innovation**

UMEÅ

Worked as a business plan developer together with senior Swedish entrepreneurs. A business plan was developed which ranked among top ten plans in the Nord Business Plan Competition. The product was a nasal spray with antibacterial benefits.

February 2010 – June 2010 **Umeå University (Master Thesis)**

An explanatory study on Born Global SMEs was conducted to understand their high internationalization pace from the entrepreneurial perspective. The findings showed that entrepreneurial effectual perspective contributes to the pace, scale, and pattern of SME's internationalization.

April 2012 – Sep 2012

Umeå University (CIIR)

An explanatory study on Born Global SMEs was conducted to understand their high internationalization pace from the entrepreneurial perspective. The findings showed that entrepreneurial effectual perspective contributes to the pace, scale, and pattern of SME's internationalization.

2008.01 – 2008.04

Bank of Khyber

PAKISTAN

Worked as an intern in the branch banking at Bank of Khyber with the tasks of account opening.

Collecting and maintaining the customer account documents, issue of pay orders, and bank lockers maintenance.

Resolving customer complaints, customer risk assessments, filling the Know your Customer Form, pitching the banking products to the existing and new banking customers.

Education

2020 – 2022

Changemaker Educations

Boden

Web Developer in E-commerce. Field of Study: High vocational program (yrkeshögskola) Web Developer in E-commerce.

The education focused on dynamic front-end development through coding, programming, design, and the mobile-first approach. How to work and develop with the customer's experience and needs in focus (UX/UI). How to work with e-commerce platforms, web servers, and system integrations.

Skills contribution areas:-

| HTML, CSS, JavaScript, Bootstrap, Node.JS, Express, React Native, MySQL, PHP, UX, Digital Marketing |

2009 – 2012

Master of Science, Development, and Internationalization

Umeå School of Business and economics, Sweden

The program aimed to develop capabilities and skills to act upon business and societal opportunities, needs and challenges, to develop successful businesses and innovations in a global and changing business environment. It has deepened theoretical and practical knowledge about strategy, innovation, entrepreneurship, networking, and business growth and at the same time, systematically incorporated sustainability, and internationalization aspects.