



# Anja Mehler

12<sup>th</sup> of June 1985, German, unwed

## Academic education

01/2013 – 06/2014	University of Stellenbosch Business School (USB) ↗ <b>Funded by the Rotary Foundation Ambassadorial Scholarship</b> ↗ <b>Blogger for the Financial Times MBA blog</b>	MBA	South Africa
10/2006 – 09/2009	Cooperative State University Double degree: Semester Abroad: 01/2008 – 04/2008	Bachelor of Arts Open University: Bachelor of Arts (Honours) University of Johannesburg	Germany U.K. South Africa
09/2001 – 06/2004	Marianum Fulda	General University Entrance Degree, A-Level	Germany

## Vocational experience

08/2012 – 11/2012	<b>Volunteer, Centro de formacion integral Pa'i Puku</b> Schooling and formation center for 630 pupils Support in the following areas: <ul style="list-style-type: none"> <li>• 'Partidi' – Soccer Projects (Funded by the FIFA Football Hope Movement / German Federal Ministry for Economic Cooperation and Development)</li> <li>• Fundraising activities</li> <li>• Physical education</li> <li>• Language teaching (English)</li> </ul>		Paraguay
10/2011 – 08/2012 (total 11 months)	<b>International Business Development Management, Hogg Robinson group plc</b> One of the 3 largest corporate travel companies in the world, operating in more than 120 countries, 12.000 employees, turnover 2010: £358 million <b>Business Development Manager</b> <ul style="list-style-type: none"> <li>• Development of individual client's business and service strategy</li> <li>• Sales management and steering of client's service offices</li> <li>• Negotiations of general and service level agreement</li> <li>• Consulting services</li> <li>• Market analysis and competitor observation</li> </ul> ↗ <b>Promotion – Managerial and personnel responsibility</b>		Germany
09/2010 – 09/2011 (total 12 months)	<b>International Business Development Management, Hogg Robinson group plc</b> <b>Junior Business Development Manager</b>		Germany
09/2009 – 09/2010 (total 13 months)	<b>Project Management, Hotel Management and Service Company Group</b> One of the biggest individual hotel chains in Europe, subsidiaries in Europe, Austria, Switzerland, 600 employees, turnover 2010: € 66 million <b>Project Manager: Foundation of Austrian sales and marketing office</b> <b>Key Account Manager: Europe, Middle East, Asia</b> <ul style="list-style-type: none"> <li>• Sales and Key Account Management for multinational corporate clients</li> <li>• Market analysis and competitor observation</li> <li>• Definition of marketing strategy</li> <li>• Conception negotiations with suppliers and clients</li> <li>• Representative functions</li> <li>• Reporting to General Manager</li> </ul> ↗ <b>Subsequent job offer</b>		Austria

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## Vocational experience

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<b>10/2006 – 09/2009</b> (total 18 months)	<b>Congress- and Culture Centre Fulda</b> <b>Management Trainee</b> <i>Cooperating firm during dual studies, alternating 6-month internships in the administration of the company such as: restructure of operational processes, project management, sales management, event management</i> ↗ <b>Subsequent job offer</b>	<i>Germany</i>
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## Supplementary training

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<b>04/2012</b>	Graduate Management Admission Test (GMAT)	<i>Germany</i>
<b>05/2008 – 02/2009</b>	Instructor IHK Bodensee-Oberschwaben	<i>Germany</i>
<b>06/2006 – today</b>	Spanish language course	<i>Germany</i>
<b>03/2006 – 06/2006</b>	Cambridge ESOL - English course for proficiency learners (C2)	<i>Malta</i>

## Languages

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<b>German</b>	Native speaker	
<b>English</b>	Fluent	<i>TOEFL Ibt Score: 99, business language, various studies in English</i>
<b>Spanish</b>	Advanced	<i>European Framework: B1</i>
<b>French</b>	Basic	<i>3 years in high school</i>

## IT

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<b>Good knowledge</b>	MS Office, Internet, Salesforce, Starcite
<b>Established knowledge</b>	HTML, Photo Shop, Corel Draw, Opera

## Personal Interests

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<b>Associations</b>	United Generations e.V. (UJ), Centro de Pa'i Puku, connected with Rotary
<b>Sports</b>	Mountain bike, running, tennis, volleyball, horse riding
<b>Travelling and Cultures</b>	Indonesia, Paraguay, Bolivia, Argentina, Brazil, Northern Africa, Southern Africa, United Arabian Emirates, Europe