

Curriculum Vitae | Sawa Yemane

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Mobile phone number:	+353 838 222074	Date Of Birth:	September 11, 1988
		Nationality:	Dutch

EDUCATION

- 09-2017 / present **Bachelor in Laws (LL.B)** - Trinity College Dublin - Dublin, Ireland
- 2008 / 2013 **Bachelor of Business Administration, International Business & Management Studies** – *Rotterdam Business School, Hogeschool Rotterdam, The Netherlands*
- 2002 / 2007 **H.A.V.O.** – *Hugo de Groot College, Rotterdam, The Netherlands* – Secondary high school certificate. Main subjects: Chemistry, Physics, Mathematics, Biology, Economics, Accounting, Dutch, French and English
- Study Abroad**
- 09-2010 / 01-2011 **Erasmus Exchange Program** – *Dublin Institute of Technology, Dublin, Ireland*– Successfully completed an exchange program. (Minors: Business to Business Marketing, Strategic Management, International Economics, Marketing Communications)

WORK EXPERIENCE

- 12-2016 / date **SMB Digital Marketing Specialist** - *Accenture, Google, Dublin* - Consulting small and medium-sized businesses (SMBs) based in the Benelux to advice and direct their online marketing strategy, campaigns and sales. Providing product and tool support for Google Ads, Google Analytics and Google Search to improve the overall experience and drive higher product adoption and spend as well as to enhance their Return on Investment.
- 04-2015 / 12-2016 **Pension Operations Assistant** – *Nationale Nederlanden, Rotterdam, The Netherlands* - Managing a portfolio of pension Insurance whereby the focus of my responsibility is on the timely payment of eligible clients and liaising with Financial Regulations to ensure that clients are paid out the correct amount they are owed. Additionally, ensuring that clients receive the necessary documents on a timely manner and answering any queries that come regarding a client's pension.
- 04-2014 / 03-2015 **HR/ Project assistant** – *T-Zorg, Rotterdam* – Assisting a project due to an acquisition. The worked consisted of processing appointments, collecting, registering and managing of employee data. Additional tasks included informing and advising employee of their work contract and dealing with complex complaints
- 06-2013 / 03-2014 **Sales agent/ Trainer** – *Appco Group Sales, Rotterdam* – Representing companies in the direct marketing sector, events and door-to-door sales of products and services with high focus on excellent customer service. In addition, providing sales training for starters, with the opportunity of building my own sales team.

- 09-2012 / 06-2013 **Feasibility Study of Rotterdam's hospitality industry, Graduation thesis-** Rotterdam Business School (Hogeschool Rotterdam)- To complete my Bachelor of Administration studies, I have written a report linking my theoretical knowledge with practical knowledge. The goal of the study was to identify the Rotterdam's hospitality market and the feasibility of my restaurant business concept.
- 05-2011 / 08-2012 **Business Development** – Mekdes Hotel, Rotterdam – Developing of a business plan while in the Netherlands, including online market research, strategy and implementation, To seek financing for the further development of Mekdes Hotel in Addis Ababa, Ethiopia.
- 02-2011 / 09-2012 **Business to Business sales agent** – W&R Leading in Finance, Rotterdam, The Netherlands – As a call agent I carried out supporting activities regarding the recruitment of new clients by calling prospective companies and meet daily target.
- 06-2010 / 08-2010 **Marketing and Finance Internship-** Camelot Property Management, London, The United Kingdom – Assisting an account manager and supporting the finance department. Tasks included writing profile on clients and customers and inputting accounting data into the accounting system with accuracy. As well as assisting during company events.
- 09-2009 / 02-2010 **Finance Internship** – ING Bank, Rotterdam, The Netherlands – Sales role focused on savings products, consumer loans and insurance products. Assessing customers need and arranging consultation meetings with the appropriate financial advisor. Assisting at front desk/working as a teller.

PROJECTS AND EXTRACURRICULAR ACTIVITIES

- 02/2011 – 07/2011 **Minor Doing Business in Emerging Market Project** – Rotterdam Business School/ La'Met Consultancy, Rotterdam, The Netherlands – This project was made available for RBS students who were doing their minor in DBIEM. The project involved a desk research in Rotterdam, the Netherlands and a field research of one week in Istanbul, Turkey, for a SME company based in the Netherlands.
- 01/2009 – 09/2009 **Part-time board member AIESEC (Local Committee Account Manager Incoming Exchange 2009-2010)** – AIESEC, Rotterdam, The Netherlands – AIESEC is the world's largest student organization that strives for spreading cultural understanding by means of international exchange. As a member of AIESEC, I was responsible for matching international trainees to company positions in the Rotterdam area.

ADDITIONAL INFORMATION AND INTERESTS

Language skills	Dutch	Near-native speaker
	English	Near-native speaker
Computer skills	Microsoft Office Word, Excel, PowerPoint, Outlook, Good command of image and graphics editing software (Adobe Photoshop)	
Interests	Traveling, Music, Sports (fitness & dance), Art and Literature	
References	Shadin Osman (Operation Lead)	
	Accenture, Dublin (Contact Information available on request)	