

Aziza Mkojera

azizauni7@gmail.com

+49 (0) 176 64789374

Baruther Str. 18, 10961, Berlin

[LinkedIn](#)

PROFESSIONAL EXPERIENCE

FinMarie / Business Development Intern

December 2021 - February 2022

- Responsible to design and developing customer success plans and onboarding plans
- Creating a user feedback program, defined customer success metrics and feedback channels
- B2B Sales/ Presales and affiliate marketing program cultivated and built new B2B relationships

Mkoba NGO / Executive Director

2020 - Present

- Management of the NGO
- Fundraising up to 5000\$ in 2 months
- Project planning and implementation
- Legal representation

Liberty Schools / Teacher and Assistant Academic

2014 - 2019

- Creating and implemented and engaging and objective based schemes of work
- Writing lesson plans and teaching through fun activities
- Organising academic and extracurricular activities
- Increased pass rate by 36% in 2017 -2018

SKILLS AND CERTIFICATIONS

- Email marketing certificate i.e identifying target audience, segmentation and growing mail list
- CRM Professional - Customer focused attitude which results into retention
- Computer literacy i.e Office, Hubspot, Asana, Slack, Trello, Intercom, Teams
- Executive Education and leadership development program
- Project planning and management
- Hubspot inbound and outbound sales certification

EDUCATION

MBA

Berlin School of Business and Innovation

Oct 2019 - May 2021

- Leadership & Business Management
- Accounting & Managerial Finance
- Marketing & Business Environment
- Systems & Operations Management

Bachelor of Arts with Education

The University of Dar Es Salaam
2012 - 2014

- Education Psychology
- Administration In Education
- Humanities & Social Sciences

ACHIEVEMENTS

- Teacher of year award 2018
- Provided 200 books donation from a ratio of 4:1 to the ratio of 2:1 at Uchira Primary School, Tanzania
- Successful construction of the school toilet project according to standard health guidelines