

Nika Zupančič

Mobile: +447763891972

Email: nika.zupancic@alumni.esade.edu

LinkedIn: <https://www.linkedin.com/in/nika-zupancic>

Date of birth: 28 September 1995

Nationality: Slovenian

EDUCATION

Rotterdam School of Management, Erasmus University CEMS Master's in International Management (International Exchange)	Rotterdam, Netherlands January 2020 – June 2020
ESADE Business School, Ramon Llull University CEMS Master's in International Management	Barcelona, Spain September 2019 – December 2019
ESADE Business School, Ramon Llull University Master of Science in International Management	Barcelona, Spain September 2018 – September 2019
Leicester Law School, University of Leicester Bachelor of Laws (LLB)	Leicester, United Kingdom September 2014 – June 2017
Greengates High School International Baccalaureate Diploma	Mexico City, Mexico January 2012 – June 2014
Crawford College La Lucia Preparatory School/College	Durban, South Africa February 2008 – December 2011

WORK EXPERIENCE

Business Development Executive at doodleblue Innovations Digital Strategy Consultancy	Chennai, India (remote and in-person) July 2019 –
<ul style="list-style-type: none">Executed business development efforts targeting the European marketStrategized for the launch of a new collaborative design research platform regarding product, marketing and outreach direction alongside core team membersManaged digital marketing and outreach strategyDrafted marketing materials and content for the platform	
Client Executive at CoInvestor Digital Investment Platform (Financial Technology)	London, United Kingdom October 2017 – August 2018
<ul style="list-style-type: none">Cleansed, manipulated and imported clients' current and historic transactional dataIdentified opportunities for improvement of customer journeys on the platformTested live, demo and pre-production environments, reported bugs and investigated possible causes and solutionsPlayed a key role in assisting with client onboarding process to reach assets worth £50M+ being managed via the platform	
Marketing Intern at StartEngine Crowdfunding Equity Crowdfunding Platform (Financial Technology)	Los Angeles, United States July 2017 – October 2017
<ul style="list-style-type: none">Served as a content editor/writer, managed 4 social media accounts and contributed to StartEngine's blog and newslettersProposed a strategic action plan for improvement of Investor Marketing which, upon successful implementation, resulted in StartEngine raising over US\$500K in 2 days as part of its equity crowdfunding raise	
Commercial Intern (in Spanish) at Ifahto Marketing, Advertising and Event Management	Mexico City, Mexico August 2016 – September 2016
<ul style="list-style-type: none">Interviewed clients, processed campaign orders and collaborated with various other departments on ad hoc projectsConducted an in-depth study on the future of BTL marketing and presented my findings to Ifahto's 3 CEOs	
Legal Intern at Beiersdorf Personal-care Products	Birmingham, United Kingdom August 2015 – September 2015
<ul style="list-style-type: none">Summarised contracts and assisted with international claim disputesCollected and analysed data of 2 compliance workshops and delivered findings to the Marketing department	

OTHER POSITIONS OF RESPONSIBILITY

Consultant at 180 Degrees Consulting ESADE	November 2018 – June 2019
<ul style="list-style-type: none">Served as a consultant at the world's largest university-based consultancy focused on helping socially minded organisations find innovative solutions to their problems and reach their full potential	

Founder and President of Lawyers Without Borders Student Division at UoL September 2016 – June 2017

- Initiated and implemented launch of a student society with a focus on pro bono work
- Coordinated projects of 15 volunteer legal researchers and formed part of 2 student committees
- LWOB's parent society, Pro Bono Society, was awarded the Best Support Group award at UoL's Student Awards 2017 and was shortlisted for the same category at the National Society Awards 2017

President of Amnesty International at UoL September 2016 – June 2017

- Managed all society events and allocated tasks to 9 committee members
- Led the society towards increasing society membership by 250% and committee size by 100%; prompting the implementation of the HESPAL scholarship at University of Leicester; being promoted from no Student Group Accreditation Scheme recognition to the Gold Level; winning Best Campaigning Group award at UoL's Student Awards 2017 and shortlisting for the same category at National Student Awards 2017

ACADEMIC COURSES AND PROGRAMMES

International Study Tour: Doing Business in Israel Tel Aviv, January 2019

- Attended a week-long programme at the Tel Aviv University's Coller School of Management focused on 'Entrepreneurship and Innovation: The Israeli Model'

YNG+ iLab 'Disruptive Strategy' Programme Virtual, March 2016 – May 2016

- Completed a comprehensive virtual programme on Innovation, Disruption and Solution taught by Harvard Business School's Clayton Christensen

YPO PLUG (Postgraduate Leadership University Graduates) Málaga, Spain, June 2015 – July 2015

- Completed a week-long course developing the skills of leadership, team work and personal branding

YPO Entrepreneurial Energy Programme Los Angeles, United States, July 2014

- Completed a 3-day long programme concerning entrepreneurship and business ventures

Oxbridge Academic Programme Oxford, United Kingdom, August 2013

- Completed a month-long course on Law and the Economy/International Business (awarded the top score in the Law and the Economy class)

AWARDS AND ACHIEVEMENTS

Recipient of **Chancellor's Scholarship** at UoL September 2014 – June 2017

Herbert Smith Freehills International Competition Law Moot 2016: **Quarter Finalist** June 2016

- Represented the University of Leicester in the international Herbert Smith Freehills Competition Law Moot 2016, in which my team competed against 24 teams worldwide and was ranked in 6th place, clinching the quarter-finalist position

Future Leaders Programme: **The Leicester Award Gold** September 2015 – June 2016

- Completed a leadership course with an emphasis on recruitment-related problem-solving skills for Enterprise Rent-A-Car

Wise Rainmaker Challenge: **The Leicester Award** September 2014 – June 2015

- Competed in a 3-week long fundraising competition where my team ranked amongst the top 3 financially most successful
- Shortlisted for the Leicester Award Student of the Year for my efforts in the challenge

ADDITIONAL INFORMATION

- Language skills: English/Slovenian (Native), Spanish (Fluent), German (Beginner)
- IT skills: Word/Excel/Powerpoint (Proficient), HubSpot/MailChimp/Hootsuite (Intermediate)

References available upon request.