



CONTACT

EXPERIENCE

EDUCATION

CERTIFICATIONS

SKILLS

BOJAN IVANOVIĆ

BACHELOR OF ECONOMICS



+387 61 305 300



bojan@ivanovic.org

SALES REPRESENTATIVE

july 2016 -

Avaks Ltd. Sarajevo | Distribution of Consumer Goods | www.avaks.ba

- establishing, developing and maintaining positive business and customer relationships
- presenting, promoting and selling new products to existing and prospective customers
- servicing existing clients, obtaining orders and tracking sales
- resolving customer complaints by investigating problems, developing solutions and making recommendations to management
- identification and analysis of competitors and developing competitive response strategy

CO-FOUNDER / DISPATCHER

november 2015 - july 2016

Cartigo Ltd. Tuzla | Freight Forwarding & Logistics | www.cartigo.net

- creating a business plan, supporting analysis and obtaining the documents required for company registration
- market research with the aim of concluding a contract on business cooperation with transportation companies
- negotiating and getting the best price on the market, making offers and organizing transportation
- obtaining the transport and customs documentation in coordination with clients, carriers and customs officials
- making invoices for finished transports, cost control, taking care of payments and preparing the financial reports

MERCHANDISING REPRESENTATIVE

march 2015 - november 2015

Bingo Ltd. Tuzla | Retail Chain | www.bingotuzla.ba

- negotiating a price and finding adequate stores for installing point of sale displays and stands
- performing cost-benefit analysis of leased point of sale displays, making invoices and taking care of payments
- creating schedules for the first filling of newly opened stores and sending orders to suppliers
- determining the layout for stacking items in stores based on the analysis of participation in the total sale of items group
- regular communication with over six hundred suppliers and hundred and fifty retail stores
- organization of promotional activities and prize contests in the stores and restaurants owned by the company

CREDIT ANALYST ASSOCIATE

may 2014 - march 2015

Bosna Bank International JSC Sarajevo | Islamic Banking | www.bbi.ba

- collecting and input of confidential data from over two thousand loan users in client base
- data analysis and interpretation of the obtained results in accordance with the bank internal rules
- recording and archiving loan applications

BACHELOR OF ECONOMICS [240 ECTS]

october 2010 - september 2014

Faculty of Economics at University of Tuzla | Finance, Banking and Insurance | www.ef.untz.ba

ECONOMICS TECHNICIAN

september 2006 - june 2010

High School of Economics, Tuzla | Finance and Accounting | www.ekonomskotrgovinska.com

SAFE LIFE - BEGINNERS COURSE ON LIFE INSURANCE

january 2016

Grawe Insurance JSC, Sarajevo | www.grawe.ba

LEARN, THINK, ACT - CREATING A BUSINESS PLAN

october 2014 - march 2015

Citizens Association Agora, Tuzla | www.agoracentar.org

EUROPEAN COMPUTER DRIVING LICENCE [ECDL]

october 2014 - november 2014

Education Centre Akademika, Tuzla | www.akademika.ba

ADVANCED [C1] ENGLISH

may 2014 - october 2014

Center for Personal and Professional Development, Tuzla | www.centarlpr.com

DEVELOPING AND MANAGING EU-FUNDED PROJECTS

march 2014 - april 2014

Center for Education and Training, Tuzla | www.ceo.ba

Organisation



Creativity



Training/Seminars conducting



Networking



Project Management



Market Research



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BACHELOR OF ECONOMICS

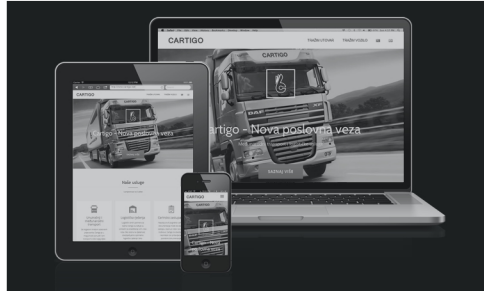


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PORTFOLIO



CARTIGO - BUILDING A BRAND

www.cartigo.net

Thinking up a name and a slogan for the company. Designing the logo and complete visual identity. Creating a web site by the recent web standards, creating the concept, design and SEO optimization. Creating a Facebook page and its implementation. Advertising on Google, target tracking and managing ad campaigns.



IT TRAINER

www.ecdl-parco.ba | www.akademika.ba

Organizing and conducting training and periodic and final testing by the ECDL standard, the world's leading computer skills certification program, as part of the project "Training of Civil Servants for Application of Information Technologies and Work on Computers", under the auspices of Public Administration HR reform in B&H.

INTERESTS



ENTREPRENEURSHIP



HUMAN RESOURCES



COMPUTERS



MARKETING



SALES

REFERENCES

In cooperation with Bojan, who worked as a merchandising representative at Bingo Ltd., we had only good results. Everything he was doing, he did it with maximum efforts to do it the best way possible. His precision and responsibility enabled good business communication, and that way he made an important contribution to increase the quality of cooperation with the company he worked at and Kreis BH.

Belmir Bosankić

Head of Sales for Tuzla Canton at Kreis BH Ltd.

Bojan is a person with great personality characteristics, capable to understand and accept every task assigned to him. His skills and abilities are focused to effective problem solving. Ability to evaluate and adequately act is one of Bojan's main characteristics. Besides being very professional, he's a person that adapts to every working team. While working together, we achieved great business relationship and cooperation. I was impressed with the number of ideas he had about improving everyday business and solving problems.

Eldin Isabegović

Analytics and Procurement Associate at Bingo Ltd.

While working in our bank, Bojan showed the highest level of discipline and commitment to the work, and all the tasks that we assigned to him, he executed with maximum efficiency. From the beginning, he diligently executed both the assigned tasks, and the work that has voluntarily taken over. He very successfully communicated with colleagues and clients, and was available for all tasks in the course of the working time. Also showed great analytical skills in dealing with complex and confidential data, which he, thanks to the trust that he gained, got at the disposal. There was no reason which would call into question our confidence in his work.

Dževad Aljić

Tuzla Branch Manager at Bosna Bank International JSC

ONLINE



www.ivanovic.org



www.branded.me/bojanivanovic



www.linkedin.com/in/bojanivanovic



www.strikingly.com/bojanivanovic