


# DANIEL ANDERSSON

| MSc student in Industrial Engineering & Management |  
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**Reference:** Master's student in Industrial Engineering and Management with practical and theoretical experience in project management and team leadership seeking the Junior Business Developer at Data Talks, Job ID# 2020-176.

Dear Hiring Manager,

I first came into contact with your team at Data Talks when you participated in the LARV job fair on campus at Luleå University of Technology last January. I was fascinated by the way that you implemented your Customer Data Platform (CDP) as a way to generate SaaS solutions for creating a unique customer experience. As a student about to graduate with a master's degree in Industrial Engineering and Management I believe that my skills and theoretical knowledge would be a great asset to your team and I would be interested in developing your CDP further in order to benefit more customers.

Since working as a Business Developer at LTU Business, I have developed a strong interest in implementing solutions using both tried and true as well as new, innovative methods. In that role, I acted as the business strategist for an external customer where I had the opportunity to put theories gained at university, my analytical skills and logic into practice. As a result of my team's efforts and the trust the company put into our plan, we were able to increase revenue for the customer by 9% in the first quarter.

I am best known for my communication and dedication. These are qualities that I have developed, not only during my studies and summer jobs, but as an elite athlete and coach. I have always believed that team work is important for success and I bring curiosity and openness to every group situation. I set a goal for myself each day to be better than the day before and this is something that I would like to bring to Data Talks.

If you are looking for a driven candidate that has a strong educational background in industrial engineering and management that would work hard to get results, please feel free to contact me to discuss this further. Thank you for considering my application.

Kind regards,




Daniel Andersson

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## PROFILE

Ambitious, solution-oriented master's student in Industrial Engineering and Management with practical and theoretical experience in project management and team leadership, focusing on strategic business development.

## EDUCATION

2017-Present

**M.Sc. in Industrial Engineering and Management** | Luleå University of Technology | Luleå  
Specialisation in Innovation and Strategic Business Development  
Expected completion: June 2022

**Exchange studies: Nanyang Technological University, Singapore 2019**  
Courses in Marketing, Supply Chain Management and Talent Development & Management

2014-2017

**Natural Sciences Programme** | Hermods Gymnasium (upper secondary school) | Stockholm

## WORK EXPERIENCE

Summer  
2020

**Business Developer** | LTU Business AB | Luleå

"LTU Business Summer" is a 9-week case programme; Conducted market research, evaluated current business model and developed new strategy using the Innovation Due Diligence® method; Prepared and pitched the new strategy to stakeholders.

Summer  
2019

**Team Leader/Host/Cashier/Park Worker** | Gröna Lunds Tivoli | Stockholm

Held daily update sessions with team; Motivated team at the start of each day; Reported any issues to management; Greeted guests; Processed payment for park entrance; Maintained park cleanliness; Reconciled cash registers; Closed park at day's end.

Summer  
2018

**Product Specialist** | ICA Maxi | Stockholm

Prepared and demonstrated selected food items; Attended product knowledge sessions; Promoted products for customers to inspire sales which resulted in a sales increase of 2%.

## VOLUNTEER EXPERIENCE

2019-Present

**Treasurer/Sponsorship** | Engineers without Borders – Luleå University of Technology | Luleå  
Contacted companies for sponsorship; Budgeted projects and ensured revenue was adequate.

2015-2017

**Floorball Coach/Team Captain** | Erikslunds KF | Stockholm

Planned training sessions and motivated team during matches; Performed administrative tasks and was responsible for team budget.

## ELITE SPORTS COMMITMENT

2011-2016

**Floorball player** | Erikslunds KF | Stockholm

Trained 3-6 hours per day; Competed at the semi-professional level; Won the SM gold in 2015.

## SKILLS

**Microsoft Office**



**Project Management**



**Accounting/Billing**



## LANGUAGES

**Swedish**



**English**



**German**

