



Mahsa Ghaderpour

Results-driven marketing and sales professional with a proven track record of success in international markets. Passionate about developing effective marketing strategies, building strong customer relationships, and exceeding sales targets.

Education

Master of Business Administration (MBA), Finance Specialization

GPA: 3.63
California Lutheran University
Thousand Oaks, California
2022-2024

Master of Education (TESOL)

University of Technology Malaysia
Johor Bahru, Malaysia
2011-2013

Bachelor's Degree; English language Translation

Parsa University
Tehran, Iran
2006-2010

Certification

QuickBooks Certificate

Quickbooks Online Essential Training
2024

Cultural Tourist Guide

Iran Cultural Heritage, Handicrafts and Tourism Organization
Tehran, Iran | 2011

Karate Instructor Certification

Iran Karate Federation
Tehran, Iran | 2011

Skill Set

- Leadership and Teamwork
- Customer Relationship Management
- Event Planning
- Public Speaking
- Marketing Strategy
- Persuasion and Negotiation
- Social Media Marketing
- Canva
- Microsoft Office

📍 Thousand Oaks, CA
✉️ mahsa.qpur@gmail.com

☎️ +1 805-660-7727
in linkedin.com/in/mahsa-ghaderpour

Professional Experiences

Coordinator | Hub 101 Center for Innovation & Entrepreneurship | Cal Lutheran University, California, US 2023-2024

- Contribute to planning and executing business events to promote collaboration and knowledge sharing.
- Provide administrative support to the management team and assist with marketing initiatives to increase Hub101 visibility.

Tour Manager | Kuoni Travel Agency, Iran and Europe 2013-2020

- Represented the company with an annual revenue of 319.1 million and won the "Best Hospitality Marketing Manager" award in 2017.
- Maintained high customer satisfaction, consistently exceeding a 95% satisfaction rating from domestic and international travelers.
- Successfully closed high-value international tour packages, consistently exceeding sales targets, and achieving recognition as one of the company's top three tour guides.
- Developed and implemented elements of marketing campaigns to attract new clientele.

Volunteer Experiences

Event Coordinator | Iranian American Women Foundation (IAWF) | California, US 2023- Present

Organizing events to empower women in business and support student scholarships. Working with a team to ensure successful event execution, foster networking opportunities, and drive community outreach initiatives.

President | Accounting Association Club | Cal Lutheran University, California, US 2022- 2024

Enhanced leadership, event planning, and team management skills. Grew club membership from 5 to over 35 individuals, fostering a collaborative and inclusive environment. Organized 15+ events with top finance and accounting firms like Deloitte, KPMG, PwC, and EY to attract talented students.

Community Representative | DEIJ (Diversity, Equity, Inclusion, and Justice) | Cal Lutheran University, California, US 2022- 2024

Brand Ambassador & Vice President | American Marketing Association Club | Cal Lutheran University, California, US 2022- 2024

Honors and Awards

Entrepreneurship Start-Up Award Recognized for entrepreneurial achievements and contributions at Hub 101 | Cal Lutheran University School of Management | Fall 2022 and 2023

Excellence in Education Outstanding College Graduate
APSI- Association Of Professors And Scholars Of Iranian Heritage | UCLA | 2024

Gold Medal in Iranian Kyokushin
National Championship Tournaments | Tehran, IR | 2010

Silver Medal in Control Style Karate Tournaments
National Championship Tournaments | Kuala Lumpur, Malaysia | 2012