

TONGJIE YU

Seeking a full time employment starting from September 2020

📅 Feb 10th 1993 @ tyu@alliant.edu ☎ +1 858 257 8816 📍 San Diego, California, U.S.A.
🌐 [linkedin.com/in/tongjie-yu-9b6a851a2](https://www.linkedin.com/in/tongjie-yu-9b6a851a2) 🌐 <https://aliceyu68.github.io/tongjie-yu.github.io/>

🎓 A graduate student in the Master of Business Administration, concentrating on marketing and business.



WORK EXPERIENCE

A BOWL INC

Account Manager

📅 March 2020 – until now 📍 San Diego, CA

- Assisted owners to manage operations of the company and various functional departments and coordinated internal relations of various departments
- Communicated potential opportunities in the market to clients and reviewed business results with shareholders via regular meetings
- Obligated for other emergency situations when the shareholders' absence and inspected the work content to improve the work efficiency

INTERNSHIP

JAY TEA HOUSE INC

Assistant Manager

📅 November 2017 – November 2018 📍 San Diego, CA

- Led our team to break the record of the monthly profits on August, it was more than 15% of the business volume on June of the same year 2018
- Recorded monthly cost to create a suitable pricing scheme that increased customer satisfaction of both products and service about our company
- Evaluated and compared the relative quality and quantity of various goods, analyzed the marketing trends by following their sales activities

TASTY NOODLE HOUSE INC

Supervisor

📅 November 2017 – November 2018 📍 San Diego, CA

- Organized and led worker training programs, including hiring and evaluating new staff, resolving personnel schedule
- Managed the profits and loss and other related financial aspects for the center ensuring optimal facility operations
- Developed new customer development strategies to capture market channels and increase client penetration

COURSE PROJECTS

Empty Truck

Development of a new App for distribution and logistics services by a startup company (PMI 6010 - Project Management)

📅 August 2019 – October 2019 📍 Professor - Janine Heiberger

- "Empty Truck" means a solution to a problem to address under-utilization of trucks when return back to its destination with an empty truck.
- Developed a mobile application, where efficiently assign some tasks between empty trucks and destinations such that drivers may utilize available spaces.

Research Paper of Durex

The Relationship Between Product Packaging and Customer' Buying Desire of Durex (MKT 6036 - Marketing Research And Data Analytics)

📅 June 2019 – August 2019 📍 Professor - Mohammad Hasan Galib

- The purpose of this research is to understand customers' purchasing behavior and purchasing desire when they buying Durex from online or target market.
- The management dilemma of the Durex Company is how to attract more customers after the packaging upgrade, which will increase their buying desire.

EDUCATION

Alliant International University



San Diego Campus

📅 Jan. 19 – Mar. 20 📍 California, U.S.A.

- Master of Business Administration (MBA)
- Overall GPA: 3.81/4.0

ACHIEVEMENTS



Scholarship

Granted student scholarship



Excellent Staff

Voted as a good employee when working in A Bowl INC



Academic Excel

Ranked top among MBA student

SOFT SKILL

Leadership

Operations Management

Teamwork

Emergency treatment

Work Ethic

Decision Making

Highly Responsible & Reliable

PROFESSIONAL SKILL

- Network Techniques
- Operations Administration
- Proficient in Office Software
- Data Analysis
- Strategy Research & Analysis
- Administration Skills
- Supply Chain Management
- Strategy Risk Assessment
- Business Strategy
- Market Analysis
- Business Communication Skills
- Web Design

LANGUAGES

Mandarin

English

Cantonese



OTHERS

- Driving License – C