

# Zhiheng Xiao

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Full Stack Developer with a bachelor's degree in E-commerce. My passion is leveraging technology to solve real world problems. As a previous top sales in b2b and b2c, I have strong communication skills and works well under pressure. I love crafting fast, stable and intuitive apps.

## Skills

Node, Python, React, Redux, JavaScript, HTML, CSS, SQL, NoSQL, Linux

## Projects

### **Group Travel Planner- (<https://www.gtplanner.com> [GitHub](#) )** **2018**

- Key Function: User registration, Facebook Login, Generate invitation link and sent by email, chat room, manage ideas and itinerary, utilized google map marker, info window, address auto complete and geo coding.
- Technology: Node JS, React, React Router, Redux, PostgreSQL, Socket.IO, JSON Web Token NGINX, AWS Lightsail.

### **Neighborhood Map - ([GitHub](#))** **2017**

- Key Function: Show customized information at Google Map, Filter locations, interactive UI.
- Technology: Google Map API, Yelp Fusion API, KnockoutJS, Ajax.

## Experience

### **Sales Consultant, Lexus of Serramonte at Colma, CA** **2016-2017**

- Demonstrated Products with persuasive skills, recognized client needs and met them, helped the client choose the right car, negotiated the price, coordinated financing of the car through the finance department.
- Consistently ranked top 20% by sales performance, maintained elite-level customer satisfaction every month.

### **Sales Consultant, San Francisco Honda at San Francisco, CA** **2015-2016**

- Same responsibility and as above.
- Fast learned product knowledge and quickly built customer base, exceed monthly sales target by 80% at the third month with no previous experience in car business.

### **Customer Executive B2B Sales, SGS at Guangzhou, China** **2011-2014**

- Built customer relationships, maintained long-term relationships with the clients, collected market information, initiated and organized seminars, negotiated the price, collaborated with the lab to make solutions, crisis management.
- Won Sales Elite award, Top 1 out of 10, built a database app.

## Education

### **Udacity, Full Stack Web Developer Nanodegree** **2017**

- Core curriculum: Python, HTML, CSS, SQL, JavaScript, Flask, sqlalchemy, Postgresql, JQuery, KnockoutJS, AJAX, Git, Linux, Vagrant, Apache2, deploy to AWS

### **GPNU, Guangzhou, China – E-commerce Bachelors degree** **2010**

- Core curriculum: Computer Science Fundamental, Programming in C, Data Structure and Algorithm in Java, Relational Data Base, Computer Network, OOP, Software Design Pattern, E-commerce Marketing, E-commerce Security, Supply Chain and Logistics, ERP.