Zhiheng Xiao

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Well-organized and efficient Web Developer. Past experience in cooperate and consumer sales helped develop strong problem-solving and communication skills

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.