

Edward Ji

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Education

Purdue University

Electrical Engineering & Business Administration, 2011 **GPA 3.71**

North Carolina State University

Business Administration & Finance, 2014 **GPA: 3.26**

Honors

- North Carolina State University Dean's List, 2012-13
- Purdue University Dean's List, 2010-11
- Purdue University Semester's Honor's List, 2010-11

Work History

Business Development Representative, Prometheus Group – February 2015 - Present

- Contacted and engaged leads with prescriptive benefits of SAP optimization software
- Located and proposed new business deals by contacting potential partners, exploring opportunities and remaining diligent in daily tasks
- Utilized critical thinking skills to develop negotiating strategies by examining potential clients' company operations, risks, needs, and goals

Corporate Intelligence Intern, Lenovo, Beijing, China – Summer 2014

- Led team in design and development of Lenovo's PC+ Strategy and Corporate MI reports
- Conducted comprehensive industry research to identify company performance agenda
- Pinpointed critical company objectives by creating quarterly performance analysis
- Constructed and presented executive summary to senior staff members

Sales Team Manager, Raleigh Restaurant Equipment and Décor – 2012-13

- Achieved highest sales figures in the regional area utilizing brand awareness strategies
- Singularly developed and managed new P.O.S. system
- Organized all incoming inventory
- Trained 6 new employees and retained all previous staff members

Language and Computer Skills

- Fluent in Mandarin Chinese
- Proficient in MS Office (Excel, Word, Access, PowerPoint, etc...)
- Developed Business Process Modeling and Notation and Executive Dashboard

Community Involvement

Needham B. Broughton High School Football Team, 2014

- Created and implemented team-building exercises

Junior League Bargain Box, 2011-12

- Engaged in active sales representation
- Organized and managed all preparations for inventory
- Supervised quality inspection for products