**Resume**

**PERSONAL DETAILS**

Name : Cathy Jiang (蒋珂)

Gender : Female

Date of Birth : Oct, 1986

Location : Beijing

Email : [Jane\_1023@yahoo.cn](mailto:Jane_1023@yahoo.cn)

Cell Phone : 15201128657

English Level : CET-6

**QUALIFICATIONS SUMMARY**

* Major in International Trade.
* **Over 5 years experiences in Overseas Marketing Business, familiar with North America, Europe and Asia business modes.**
* **Skilled in product demonstration/promoting in overseas exhibitions.**
* **Proficiency in utilizing electronic commerce markets for developing perspective customers.**
* **Familiar with product importing/exporting procedure, international fund re-streaming processing.**
* **Sensible in feedback the information of overseas markets to the company.**
* Highly motivated and team oriented with good interpersonal skills.
* Excellent English language skill, both written and spoken.

**PROFESSIONAL EXPERIENCES**

**Aumed Group Corp., International Trade Department, Beijing**

**Jun. 2009 – Present**

**Main Role:**

**Regional Sales Manager, marketing focus: Europe, America & Asia**

**Responsibilities:**

1. Developing overseas sales agents/ key accounts by internet/ overseas exhibitions; maintaining and developing relationships with consumers, improve profit steadily.
2. Product promoting / demonstrating in the overseas exhibitions.
3. Feedback the information of overseas market to company; coordinating with manufacture department on providing the customer tailored products.
4. Prepare the necessary material for cooperating with the agent on custom clearance.
5. Working with the accountant on overseas fund re-streaming.

**Key performance:**

* Independently developed the Asia (Japan, India, Turkey… ) overseas markets for two product lines;
* More 30 steady sales agents developed globally, including 4 key accounts;
* Annual sales volume was increased by 60% percentage year on year over the past 4 years;

**Overseas exhibitions participated:**

* 2013/01/15--2013/01/21, attend 70# Annual Conference of All India Ophthalmological Society. Hyderabad, India
* 2011/02/20-2011/02/24, attend 10# International Conference on Low-Vision. Kuala Lumpur Convention Centre, Malaysia.
* 2010/01/20--2010/01/24, attend 68# Annual Conference of All India Ophthalmological Society. Kolkata, India

**Dong Yang Bright East Hardware Industries, Overseas Marketing Department, Shanghai**

**Jul. 2007 – May 2009**

**Main Role:**

**Overseas sales specialist, marketing focus: Europe**

**Responsibilities:**

1. Developing overseas sales agents/ key accounts by internet/ overseas exhibitions; maintaining and developing relationships with consumers, improve profit steadily.
2. Product promoting / demonstrating in the overseas exhibitions.
3. Feedback the information of overseas market to company; coordinating with manufacture department on providing the customer tailored products.
4. Prepare the necessary material for cooperating with the agent on custom clearance.

**Exhibitions participated:**

* 2009/03/28--2009/04/03, International Hardware Fair in Moscow, Russia
* 2009/03/09--2009/03/12, China International Hardware Show in Shanghai, China
* 2008/03/09--2008/03/12, International Hardware Fair in Cologne, Germany
* 2008/10/15--2008/10/20, Canton Fair in Guangzhou, China

**EDUCATION**

Northeastern University at Qinhuangdao Department 2003, 08 – 2007, 06

***Bachelor Degree of International Trade***