

# Wenqian (Angela) SHAN

Email: 365648290@qq.com

Phone: +86 13760182697

## EDUCATION

B.S. Guangdong University of Foreign Studies, 2008-2012

Visiting Studnet Manchester University, 2011

## WORK EXPERIENCE

2019-2021 **Co-Founder, Head of Overseas Marketing**

Winty Industrial Automation Technology Co., Ltd., Hong Kong

Task: Responsible for the establishment and development of overseas marketing department, achieving sales from 0 to **6.7 million RMB** in 2020. Responsible for online website promotion , such as Google Web, Alibaba Web, etc. Responsible for offline exhibition affairs, including products promotion, customers negotiation, and on-site contract, in several top exhibitions such as LASER-World of Photonics Germany Munich, SPIE Photonics West, LASER-World of Photonics India Mumbai, etc.

2014-2019 **Head of Overseas Marketing**

Morehorizon Machinery Co., Ltd., Shenzhen

Task: Responsible for new business development and key customers maintenance in the domestic market of South China region, achieving 15% annual growth rate of sales in 2014-2016. In addition to marketing affairs, according to machining centers, responsible for operating and identifying the Zeiss CMM, AMADA, Mazak machining centers related indicators. Since 2016, responsible for overseas marketing development, in charge of the complete process from customers negotiation to order making to shipment, achieving more than **13 million RMB** in sales in 2019.

2012-2014 **Salesman**

JPT Opto-Electronocs Co., Ltd., Shenzhen

Task: Responsible for the newly established laser-optics sales department in Shenzhen. As most products are in the R&D stage, responsible for communication with different departments like IQC department and R&D department. In addition to sales, responsible for dealing with product complaints and after-sale emergency problems.