

Shihao Ying

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Dear Sir or Madam:

I'm writing to express my interest in the Junior Business Analyst at Southern Glazer's Wine & Spirits. I'm the Operations Manager with Zendure USA in the past two years. I'm confident that my educational background and experience have provided me with the skills and experience necessary to excel in the fast-paced environment.

I established internal financial policy and seek to monitor budgets and sales numbers closely to identify area for improvement. I am known for enhancing performance through technology upgrades, implementing best practices, and improving financial situation.

Examples of my achievements includes:

- Reporting system setup: I established a reporting system for our oversea team, define product integration between accounting system and online store, and develop shipping path to lower 40% shipping cost. A weekly sales summary will automatically generated for management team.
- Understanding of accounting and finance: as the head of US finance team, I generated the P&L with variance analysis and identification of key business drivers for management team. The inventory and sales forecast were estimated each quarter as well to optimize inventory turnover
- Detail oriented & Self-motivated: After a long time working in the finance area, I'm focusing on each business driver and analysis the influence of our business. I also study and use Python and SQL to automatic my monthly and weekly routine job.

I hope to utilize my knowledge and technical skills at your company, and I would appreciate the opportunity to talk with you in the near future.

Thank you for your time and consideration.

Sincerely,
Shihao Ying