

ANDREW ZHANG

Sales Engineer

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Adaptable Computer Science major with 3+ years experience in technology and a consistent record of advancement to larger management roles, driven by the belief that there's no one-size-fits-all solution. Using a multidisciplinary background—from academics to athletics to the arts—to help clients find what works best for them. Grateful to have worked with exceptional managers, teammates, and educators whose leadership and support fostered a strong foundation in collaboration, adaptability, and initiative. Their influence continues to inspire a growth-oriented approach to contributing meaningfully within any organization.

PROFESSIONAL EXPERIENCE

Sales Representative at Ace Beverage Group (2025 - Present)

- Manage and grow a portfolio of 60+ retail accounts across Vancouver Island, strengthening partnerships with private, local, and provincial chain store managers
- Consistently sell in flats, introduce new SKUs, secure bridge buys, negotiate display placements, and partner with events to drive brand presence

Automation Software Development Intern at Johnson Controls (2023 - 2024)

- Coded automated testing for our commercial-level security systems and home automation
- Spearheaded automation migration by converting over 50+ test cases for security control panels from Java-based Selenium to JS-based Cypress on MacOS, reducing execution time by 50% on average

Software Developer/Business Analyst Intern at Snappy Innovations (2022)

- Discussed requirements and new features with restaurant managers for our POS and online ordering applications while managing development timelines and aligned expectations
- Developed and deployed a cross-platform QR-based takeout ordering system, then sold the solution to local businesses, converting 40% of existing restaurant clients to the new system

EDUCATION

Bachelor of Computer Science (Honours) at Queen's University (2020-2025)

Graduated with Distinction, Specialization in Software Design with a 12-month internship program.

Equestrian Varsity, Queen's Climbing, Drama Productions, Synopsis Biohackathon Lead Events Coordinator, Soccer Intramural Champion, Data Analytics/OS Teaching Assistant, Venture Capital Summit 2nd Place

Ontario Secondary School Diploma at St. Augustine CHS (2016 - 2020)

Specialist Major in IT, Drama Stream Recognition, Muskoka Woods Orientation Leader, Volunteer in Ecuador

SKILLS

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|--------------------|------------------------|---------------------------|
| • Java/JavaScript | • Agile/Scrum | • Zoho CRM |
| • Selenium/Cypress | • AWS | • Public Speaking |
| • Flutter | • Contingency Planning | • Relationship Management |
| • Python | • Teaching/Tutoring | • Adaptability |