

# ANDREW ZHANG

Technical Consultant

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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 and tournaments to drive brand presence

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

- 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
- Voluntarily assumed a leadership role as Scrum Master during 2 critical sprints, delivering 100% of sprint goals

### Software Developer/Project Management Intern at Snappy Innovations (2022)

- Developed and deployed a cross-platform QR-based takeout ordering system using Flutter, then sold the solution to local businesses, converting 40% of existing restaurant clients to the new system
- Led full project lifecycle across 4 sprints using Agile methodologies through Jira

## 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

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