

ANDREW ZHANG

Sales Engineer

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Adaptable Computer Science major with 3+ years of experience in technology/sales and a consistent record of taking on bigger responsibilities, 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 fuel passion and inspire a growth-oriented approach to making meaningful contributions within any organization.

PROFESSIONAL EXPERIENCE

Sales Representative at Ace Beverage Group (2025 - Present)

- Own the full sales cycle for a portfolio of 60+ retail accounts across Vancouver Island - from cold outreach and product education to closing deals and ongoing account management
- Consistently lead BC sales performance, winning monthly incentives by driving revenue through the introduction of new SKUs and driving post-sale growth through upselling and retention strategies

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

- Developed 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)

- Collaborated directly with restaurant managers (B2B) to gather requirements and prioritize new features for our POS and SaaS platforms while managing development timelines
- Designed, developed, and deployed a cross-platform QR-based takeout ordering system; led sales effort that converted 40% of existing clients to the new SaaS solution

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, Synapsis 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 | • AWS Certified Cloud Practitioner | • Zoho CRM |
| • Selenium/Cypress | • Agile/Scrum | • Public Speaking |
| • Flutter | • ICS2 Cybersecurity Certified | • Relationship Management |
| • Python | • Teaching/Tutoring | • Adaptability |