

# AMANDA (YUWEN) LAI

yuwen111@mit.edu • 278 Harvard Street, Apartment 6, Cambridge, MA 02139 • (857)999-1392

## EDUCATION

---

<b>Massachusetts Institute of Technology, Cambridge, MA</b> <i>Master of Engineering in Logistics, Supply Chain Management Program</i> Coursework: Logistics Systems, System Dynamics, Global Supply Chain Management, Operations Strategy	EXPECTED JUNE 2015
<b>Nanyang Technological University, Singapore</b> <i>Bachelor of Science in Maritime Studies (GPA: 4.36/5)</i> University President Research Scholar (top 2%); Dean's List (top 5%) Coursework: Shipping Logistics, Intermodal Transportation	MAY 2012
<b>BI Norwegian Business School, Oslo, Norway</b> <i>Six-month Exchange Program</i> Coursework: International Maritime Law	DEC 2010

## EXPERIENCE

---

<b>Hanjin Shipping Pte Ltd, South East and West Asia Regional Headquarters</b> <i>Management Trainee Rotational Program</i> <i>Operations</i> <ul style="list-style-type: none"><li>Decreased port storage cost from \$285,300 to \$186,000 per year in Dhaka, Bangladesh by researching new vendors and implementing off dock storage for empty and full containers</li><li>Redesigned transportation network in Indian Subcontinent, which was implemented by management</li></ul> <i>Sales &amp; Marketing</i> <ul style="list-style-type: none"><li>Discussed term and conditions while negotiating contract with agency in New Zealand</li><li>Reviewed KPIs of 100+ sales people in 2013 and made recommendations in setting KPIs for sales force</li></ul> <i>Customer Service</i> <ul style="list-style-type: none"><li>Liaised with internal stakeholders for quoting, booking, documentation and claims of regional customers</li><li>Led customer management team, sales team and operations team to revamp business in Batam office, Indonesia, expanded customer base, resulting in sales revenue of 1M in 2013</li></ul> <i>Accounting</i> <ul style="list-style-type: none"><li>Constructed general ledger, prepared bank reconciliation, income statement and balance sheet in regional accounting team</li></ul>	JULY 2012 - JUNE 2014
<b>Det Norske Veritas (DNV), Singapore</b> <i>Internship, consulting, Clean Technology Center</i> <ul style="list-style-type: none"><li>Worked with a team to develop solution for Norwegian companies in developing Liquid Natural Gas supply chain</li></ul>	MAY 2010 - JULY 2010

## RELEVANT PROJECT WORK

---

<b>Capstone Project - Innovative Maritime Logistics in Achieving Higher Integration and Efficiency</b>	2011 - 2012
<ul style="list-style-type: none"><li>Advocated higher supply chain transparency and setting up of variable payment agreement with service providers</li></ul>	
<b>University President Research Project - Maritime Supply Chain Security and Competitiveness</b>	2009 - 2010
<ul style="list-style-type: none"><li>Published research paper on benefits, cost and long term implications in global context of supply chain security regulations and presented research findings to 10,000+ audiences during research fair</li></ul>	

## LEADERSHIP

---

<b>Business Manager, Korean Cultural Festival, Nanyang Technological University, Singapore</b>	2011
<ul style="list-style-type: none"><li>Obtained sponsorship for food and costumes by Korean restaurant and Korean Travel Organization in one-day event on campus, successfully promoting Korean culture to 1,000+ audiences</li></ul>	
<b>Vice President, Nanyang Arts Ensemble, Nanyang Technological University, Singapore</b>	2009 - 2010
<ul style="list-style-type: none"><li>Organized two exhibitions on campus; designed six workshops for 300 members; conducted art appreciation class for 30 low income families; created 400 pieces of art work and sold for \$800 in three days</li></ul>	

## ADDITIONAL

---

Language: English (fluent), Chinese (native)  
Skills: MS Office, SQL, HTML, UML, Tableau  
Interests: Taekwondo(Green Belt), dancing(Best Performer in Float Competition), badminton, singing  
Others: Singapore Permanent Resident