PERSONAL DETAILS

Xiaohan Qin

*51 Tomah Road, Wattle Grove. Perth 6105*

M: *0430 890 221*

E: *yelloxiaohan@hotmail.com*

DOB: *21/02/1989*

Driving License: *Yes*

Nationality: *CN*

Visa Type: *Permanent Resident*

PERSONAL SKILLS

Goal setting and plan to reach it

Problem solving

Team player

Energetic but not pushy

Friendly with new technology

EDUCATIONAL BACKGROUND

*Information system management*, Post-graduate. Curtin 2012-2014

*Marketing and Logistic& supply chain management*, double major, Undergraduate. Curtin 2009-2012

Xiaohan Qin

BDM & Sales expert

PERSONAL SUMMARY

* Travel to Nigeria, Kenya, Tanzania, Somalia, Ukraine, Russia, India, Thailand, Indonesia for business projects development. Dealing directly with Minsters of each department (mostly agriculture) in those countries with 30 dollar per night budget for hotel. Projects succeed.
* Have a great client base in China for international products in the filed of fast consumption good, beverage, meat, fruit.
* Professional sales expert with proven sales record tracks back to as early as 2014 in Australia.
* Hardworking, able to communicate effectively with customer from multi backgrounds and able to present products in a structured professional way face to face with customers.

KEY SKILLS, CORE COMPETENCIES

* Good sales skill--- effective, persistent negotiator determined to close deals and increase sales. Independently sets personal goals and deadlines to reach sales targets.
* Enthusiastic and friendly. Never give up, present 100% to every customer and believe it will always have someone to show up and make your day even better.

PROFESSIONAL EXPERIENCE

**Yunglobal ltd,** *Business partner & marketing consultant*

May 2016 – November 2018

**Prosser Toyota,** *New/Pre-owned car consultant*

May 2015- January 2016

**APPCO pro-sale**, *Independent sales contractor*

November 2014 – March 2015

**Achievements:**

* Appco Australia sales award owner.
* Frequently be the “top seller of the month” among ALL DVG Toyota dealership Perth.
* Dealing directly with Minsters of Kenya, Somalia. Talking about million-dollar projects yet sleep in the 30$ hotel.

**References**

*Eduardo Bonilla*, New car manager Toyota Canningvale, contact number: 0423 150 901

*Jenny Lam,* APPCO Perth (GMG) owner, contact number: 9322 9544, mobile: 0433 126 326