

**BILL GENG**  
Toronto, ON  
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## **HIGHLIGHTS OF QUALIFICATIONS**

- 16 years experience in project management, general management and sales management in IT, education and other industries
- Excellent listening, negotiation, conflict resolution and sales skills
- Strong planning and team building skills
- High proficiency in Word, Excel, PowerPoint and other business software
- Strong interpersonal and communication skills, with sales team and customers
- Fluent in English and Mandarin
- Demonstrated ability to build and maintain customer relationships
- Willing to learn new skills and able to learn quickly
- Friendly, responsible and loyal

## **WORK EXPERIENCE**

### **Sales Manager**

**2012 - 2020**

Canadalanding Capital Management Inc., Toronto, Ontario

- For more than 3 consecutive years, increased 20% revenue each year
- Led sales team to achieve goals of the company
- Authorized and organized the establishment of sales departments in other provinces
- Set up new companies and trained management team for franchise
- Coordinated sales and customer service operations of business in another province
- Represented the organization, or delegated representatives to act on behalf of the organization, in negotiations and other official function
- Appointed as Vice-General Manager for CG Trans-Pacific Inter-trade (Canada) Inc.

### **Sales Manager**

**2008-2012**

Job51.ca Inc., Toronto, Ontario

- Negotiated and signed a contract worth more than \$4,000,000
- For 3 consecutive years, achieved "Top Sales Team" in the company
- Planned, directed and evaluated the activities of sales departments
- Organized regional sales operations
- Determined strategic planning related to new service lines
- Led sales team in building relationships with business clients and managed negotiations of sales contracts
- Recruited, organized, trained and managed staff
- Worked with the marketing department to understand and communicate marketing messages to the field

## **Sales / Project Manager**

**2004 - 2008**

Hechen Environment Project Co. Ltd., Beijing, China

- Achieved No.1 sales team leader status
- Closed the sales deal on several contracts for large projects:
  - Dahua uptown project, worth \$12,000,000 CAD
  - Wanhao condominium project worth \$5,000,000
  - Negotiated and made deal for the plant dust treatment project worth \$4,000,000 with Zhanjiang electric power
  - Shanghai Wujing electric power plant dust treatment project, worth \$3,700,000
  - Yangguang electric power plant dust treatment project worth \$3,200,000
  - Jinyu condominium project worth \$2,400,000
  - Datun landfill CDM project worth \$1,500,000
- Managed sales department for customers in the energy industry
- Analyzed customer needs and made plans with sales team
- Strategized for projects bidding and competition
- Pitched projects and contracts to customers
- Communicated with customers to get feedback

## **EDUCATION AND PROFESSIONAL DEVELOPMENT**

- **Web Developer** **2021 – Present**  
University of Toronto, Toronto, ON
- **Diploma in Financial Service** **2019 – Present**  
Seneca College, Toronto, ON
- **Small Business Leader Training Program** **2017**  
RBC Bank Fund, Toronto, ON
- **Project Management Professional (PMP), Certification** **2008**  
PMI, Beijing, China
- **Bachelor Degree in Engineering** **2002**  
Wuhan University of Science and Technology, China

## **REFERENCES AVAILABLE UPON REQUEST**