



Andrew Male | 27 y/o | Currently Employed in Topscomm Communication

周志鹏 | **Applying for International Sales Manager (English/Spanish)**

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Based in: Shenzhen

Nationality: Chinese

Expected Career:

Field: International Sales; Communication Technology; Renewable Energy; Smart Grids

Position: International Sales Representative; Project Manager; Major Customer Relationship Manager

Skills:

Language Skills: Advanced level in English and Spanish, Native in Mandarin and basic in Italian.
(English TEM-8, IELTS 7.0; Spanish DELE C1)

Professional Skills: Familiar with international trade and experienced in multi-national project management (especially for Sino-Latam co-operational projects)

IT Skills: Familiar with Microsoft Office | Proficient in Adobe Photoshop & Illustrator | Basic Python and JavaScript Programming skills

Work Experience:

TOPSCOMM COMMUNICATION CO., LTD.

From April 2018

(List company for communication chip design, system integration, power equipment and solution supply, currently employing more than 5000 personnel)

Position: Regional Manager / Country Representative
International Business Department

Description:

1. International Project Management:

A) Responsible for the contact of highly qualified distributors and partners in target markets in Latin America, North America and Europe. Discovering opportunities to apply our communication solutions, intelligent MDM systems and management solutions for power utilities;

B) In charge of the AMI Power Project in Mexico. Responsible for all stages of this project including initial planning, commercial negotiation, contract dealing, implementation, project controlling and risk analysis;

C) Won the contract of 3 million yuan in 2019 with Mexican government. Coordinating product development and tests to ensure that the product meets customers' requirements.

D) Team building of Mexican market. Leading the team to conduct product training for customers in Mexico several times; as well as assisting in installation, product maintenance, and also making future project plans with distributors.

2. Market Research and Development: Market research on in-development products in Europe and the United States; Research reports output; Visiting the US, Latin America, Europe and Southeast Asia with the goal to establish initial customer relationships and open up new markets.

3. Customer Relationship Management:

A) Exploring Latin American and European markets and establishing initial customer relations.

B) Inviting and organizing customers' trips to visit the company; arranging meetings and negotiations between high level executives from both sides.

C) Meeting with new customers, making CRM plans and maintaining them regularly.

4. Corporate Promotion:

A) Participating in several international exhibitions on behalf of the company and delivering keynote speeches at the Summit, which were well received by audiences from international companies.

B) Holding product conferences at customers' companies.

Education/Internship Experience:

University of Seville, Spain 2016-2018

- Finished Spanish studies at the university of Seville in Spain and obtained the certificate of DELE C1
- Adjusted to overseas living environment and to both oriental and western cultural environment
- Working as an intern at the hostel *Barcelo Hotel* during Spanish study. Provided services to guests in a multilingual environment, and worked with colleagues from other countries. Familiar with the management systems of the hotel industry

Xinhua News Agency, Beijing 2015

- Working as an intern in the Photography Department of Xinhua News Agency in Beijing
- Translating English articles and publications
- Promoting products in mainstream social networks (WeChat platform, Weibo, Facebook, Instagram and Twitter). Participated in the design and production of web pages.
- Editing photographic materials with Photoshop and Illustrator.

Sichuan International Studies University, Chongqing 2011-2015

Concluded the bachelor degree of English Language and Literature with very good performance.