

	戴建林简历	
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<b>工作经验</b>		
<b>2014.12~至今</b>	<b>厦门欧万智能科技有限公司</b>	<b>大客户经理</b>
<ul style="list-style-type: none"> <li>● 与固件工程师和应用工程师合作为关键客户关键项目提供完整的销售周期。</li> <li>● 主导技术团队为客户提供技术解决方案。</li> <li>● 通过技术沟通的方式与第三方公司和客户合作来支持响应的项目。</li> <li>● 主导公司相关人员制作相关物料如公司产品 Datasheet、产品说明书、安装说明书以及相关技术方案。</li> <li>● 主导 RFI/RFP 技术标书方案的回复。</li> </ul>		
<b>2012.08~2014.11</b>	<b>厦门欧万智能科技有限公司</b>	<b>技术销售</b>
<b>支持技术销售和市场</b> <ul style="list-style-type: none"> <li>● 为客户提供智能能源和智能家居产品的演示，通过各种沟通方式如 email、电话会议、面对面会议为国际客户提供技术支持。</li> <li>● 为上级提供高质量的方案及相关技术物料，为与第三方公司做整合做准备。</li> <li>● 为潜在客户详细的技术支持。</li> </ul> <b>支持研发及产品管理</b> <ul style="list-style-type: none"> <li>● 与研发团队分享客户的相关技术反馈，进一步满足客户需求从而促进进一步的销售。</li> <li>● 与产品管理团队配合提供相关产品方案。</li> <li>● 从市场角度出发为研发提供客户和市场需求的反馈，从而进一步保证产品开发和客户的技术路线与需求相匹配，为达成进一步的销售做好准备。</li> </ul>		
<b>2011.11~2011.07</b>	<b>钰恒电子（厦门）有限公司</b>	<b>技术销售</b>
<ul style="list-style-type: none"> <li>● 触控屏电子秤及称重软件的推广（包括有线网络和无线网络 WIFI 的使用），四个月内成功找到五个成交客户；</li> <li>● 国际衡器展展销触控电子秤，赢得客户称赞</li> <li>● 触控电子秤解决方案需求的讨论、处理、建议及价钱的谈判</li> <li>● 各种普通电子秤（计价秤、计数秤、计重秤）的推广</li> <li>● 市场推广及行销五大知识的整理</li> </ul> <p>（英国、意大利、西班牙、德国、法国、瑞典、摩尔多瓦、瑞士、克罗地亚、斯洛伐克、奥地利、丹麦、立陶宛、等国的开发与维护）</p>		
<b>2010.06~2011.10</b>	<b>福建富士通信息软件有限公司</b>	<b>售前技术支持工程师</b>
<ul style="list-style-type: none"> <li>● 福富计费软件售前技术支持工作，与客户交流，为客户提供解决方案</li> </ul>		
<b>2008.09~2010.12</b>	<b>福建农林大学计算机与信息学院</b>	<b>兼职教师、兼职班主任</b>
<ul style="list-style-type: none"> <li>● 读研期间任计算机学院大学信息基础课程兼职老师、初高中英语数学家教、学院兼职辅导员&amp;班主任</li> <li>● 本专业课程的英文翻译及兼职英文翻译、外教英文口语翻译</li> </ul>		

教育背景			
2008.09~2011.06	福建农林大学计算机与信息学院	生物信息科学与技术	硕士学位
2008.09~2011.10	福建农林大学	新概念英语 3、外贸英语、市场营销、经济学原	
2004.09~2008.06	福建农林大学计算机与信息学院	计算机科学与技术	学士学位
英语能力			
<ul style="list-style-type: none"> <li>● 通过 CET-6、口语流利、客户开发水平高、能快速阅读翻译各种文献</li> <li>● 通过宝洁公司要求的 TOEIC(&gt;750 分)：听懂 90%以上日常对话与 80%以上西方电影</li> </ul>			
计算机能力			
<ul style="list-style-type: none"> <li>● 掌握 office 软件（2010）、数据库、网络、Photoshop</li> <li>● 熟悉 JSP、Java、JavaScript、XML、Ajax</li> <li>● 熟练使用 Windows 和 OS X 操作系统</li> </ul>			
在校获奖情况&学生干部			
<ul style="list-style-type: none"> <li>● 获国家奖学金、校一等奖学金 3 次、获数学建模国家二等奖 2 次</li> </ul>			
<ul style="list-style-type: none"> <li>● 院研究生会副主席、团支部书记、兼职班主任：获校 500 选 2 之优秀毕业生标兵、校优秀学生干部标兵；带领所在支部获得校优秀团支部、带领班级获省优秀班级</li> </ul>			
兴趣爱好			
<ul style="list-style-type: none"> <li>● 篮球、游泳、心理学</li> </ul>			
自我评价			
<ul style="list-style-type: none"> <li>● 有恒心&amp;毅力</li> </ul>			
<ul style="list-style-type: none"> <li>● 学习实干类型，Study hard and study smart.</li> </ul>			
<ul style="list-style-type: none"> <li>● 团队合作能力强</li> </ul>			

	Marc Dai	
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Work Experience		
Dec. 2014 ~ Now	Xiamen Smarttek Co., Ltd	Key Account Manager
<ul style="list-style-type: none"><li>● Work with internal firmware and application engineers and key clients to complete sales cycle for key projects.</li><li>● Lead and manage the technical team to provide clients with technical solution.</li><li>● Work with Third Party Company and clients to support the corresponding project through technical communications.</li><li>● Lead the writing of technical materials including datasheet, installation guide, user guide, and technical solutions.</li><li>● Develop accurate and thorough responses to complex functional and technical RFI/RFP documents.</li></ul>		
Aug. 2012 ~ Nov. 2014	Xiamen Smarttek Co., Ltd	Technical Sales
For Technical Sales and Marketing		
<ul style="list-style-type: none"><li>● Interact with clients by providing demonstrations of smart energy and smart home product as well as qualify the match between customer requirements and product capabilities via professional email, web conference tools or face to face conferences.</li><li>● Support Account Executives in production of high quality sales proposals and supporting materials including examples of custom development and integration with 3rd party applications.</li><li>● Provide detailed technical questions for potential clients through creative and adaptive approaches.</li></ul>		
For Supporting R&D & Product Management		
<ul style="list-style-type: none"><li>● Share technical feedback with R&amp;D team in an effort to create key product features to meet customer requirements.</li><li>● Work closely with product management team to propose solutions and provide direct feedback on product direction for emerging customer needs.</li><li>● Support R&amp;D and marketing with inputs from customers and market needs in order to help ensure product development and technology road map aligns with current and future technical requirements of customers and target applications.</li></ul>		
Nov. 2011 ~ Jul. 2012	Jadever Scale Co., Ltd	Technical Sales

<ul style="list-style-type: none"><li>● Promoted Wide Screen JDI Intelligent Weighing scale with touch control, and also weighing scale software, developed 5 customers in 4 months</li><li>● Showed the <b>Touch Control</b> Weighing scale in <b>International Interweighing Exhibition</b></li><li>● Discussed with customers about weighing solution, handling, suggestion and Power negotiate with customers about Price</li><li>● Promoted Weighing scale, Price Computing Scale, Counting scale, etc.</li><li>● Skilled in Market promotion and five basic marketing knowledge</li><li>● The maintain and development of UK, Italy, Spain, Germany, France, Sweden, Netherlands, Moldova, Slovakia, Austria, Denmark, Lithuania, Portugal, Belgium, Estonia, etc.</li></ul>			
<b>Jun. 2010 ~Oct. 2011</b>		<b>FFCS</b>	<b>Technical Support</b>
<ul style="list-style-type: none"><li>● Ensured the quality of software by communicating with Customers</li></ul>			
<b>Dec. 2008~ Dec. 2009</b>		<b>College of Computer</b>	<b>Part-time Teacher</b>
<ul style="list-style-type: none"><li>● Taught English courses and Office Software, Kept a harmonious relationship with the students. Worked as a part-time teacher at college of computer and information.</li></ul>			
<b>Education</b>			
<ul style="list-style-type: none"><li>● College of Computer and information, FAFU, Fuzhou Sep. 2008~Jun. 2011 Master's degree Bio-Information Science and Technology major</li><li>● FAFU, Fuzhou Sep. 2008~Jun. 2011 New Concept English 3, Marketing, Foreign Business English, Principles of Economics</li><li>● College of Computer and information, FAFU, Fuzhou Sep. 2004~Jun. 2008 Bachelor's degree Computer Science and Technology major; <b>GPA: 2/119</b></li></ul>			
<b>Leadership positions / Awards</b>			
<ul style="list-style-type: none"><li>● <b>League branch secretary &amp; Vice-president:</b> Won the award “<b>Outstanding Graduate of FAFU</b>”. Skilled in communicating with classmates, proved to have strong sense of responsibility; <b>Scholarship: National Scholarship</b>, National Scholarship for Encouragement, Scholarship of the first degree for 3 times. Have a great capacity for learning.</li></ul>			
<b>Skills / Abilities</b>			
<ul style="list-style-type: none"><li>● <b>English: CET-6, Passed TOEIC (more than 750) Organized by PG</b>, a good command of both spoken and written English. Read kinds of English materials quickly on the Internet.</li><li>● <b>Computer:</b> Proficient in Photoshop, MS Office (2010), Network, Database, Jsp, AJAX, Macbook &amp; Windows computer</li></ul>			
<b>Hobbies / Interests</b>			
<ul style="list-style-type: none"><li>● Playing Basketball &amp; Swimming &amp; psychology</li></ul>			