

LI MINQI

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EDUCATION

SINGAPORE MANAGEMENT UNIVERSITY

Aug 2021 - Nov 2022

Master of IT in Business (Financial Technology and Analytics Track)

UNIVERSITY OF LONDON – Singapore

May 2014 – Aug 2017

Bachelor of Science (Major in Banking and Finance)

EXPERIENCE

Bosch – Singapore

Nov 2021 – May 2022

Regional E-Commerce Internship

- Support tasks related to coordination of online activities across the ASEAN region for various business units in Bosch.
- Design advertisements, prototype, banners and flyers by using Photoshop and Figma
- Produce monthly PowerBI analytics report for market intelligence in ASEAN.
- Assist in the timely collection, organization and analysis of turnover data and KPIs for all business units.
- Liaise with participating business units and support Bosch e-commerce store operations (eg. stock management, design marketing collaterals, customer service chat etc.
- Assist in CRM project and launch customer loyalty program on Lazada
- Analytical tool used: Power BI, Excel Spreadsheet (Macro and Power Query), python and R

ServiceSource – Singapore

Jul 2020 – Jul 2021

A global outsourced go-to-market service provider. Partnership with Google Vmware and Red hat.

Account manager of Vmware

- Managed a B2B pipeline of 100+ clients. Achieved at least 91% of pre-set quota (~ SGD 680k) each quarter. Exceeded sales KPIs by 20% in Feb, Mar and April in 2021
- Maintained the customer management system Salesforce (CRM) to ensure all relevant data was captured in a timely manner and provided accurate weekly/ monthly/ quarterly forecast.
- Ensured overall health of channel from distributors to resellers in China (including Hongkong Macao and Taiwan), India, Pakistan, Sri Lanka and Mongolia. Facilitate and drive calls with channel partners, communicate and coordinate delivery of prompt and successful solution on the “at-risk” customers.

OCBC Bank – Singapore

Nov 2019 - Jun 2020

Personal Financial Consultant

- Provided sound wealth management and financial informed decisions about clients’ wealth in order to achieve their life goals, and further develop and strengthen long-term relationship with them.
- Cold called 30+ potential clients on daily basis.
- Completed CMFAS M5, M8, M8A, M9, M9A, HI exam papers.

Bank of China – Singapore

Feb 2018 - Nov 2019

Human Resource Executive

- Effectively recorded and maintained HR information to ensure accuracy.
- Reviewed existing policies and drafted new ones in both English and Chinese according to Ministry of Manpower (MOM) guideline.
- Spearheaded leave administration streamlined guideline and process. Answered enquiries with regards to compensation and benefits issues. Provided on-going support and involvement of performance appraisals.

ADDITIONAL

- Technical Skills: Python, SQL, JMP, Excel (Macro, power query), [Tableau](#), [R](#)
- Language Skills: English, Mandarin, Cantonese
- Volunteer work: CDAC (Worked for privileged children since 2017.)
- Work Authorization: Singapore (Internship), China (Citizen)