



01 EMPLOYMENT HISTORY

10/2024 — Present

French BD at MEXC exchange

Remote

- Manage general sales enquiries for crypto data Pro API solution, advertising partnerships and other related propositions
- Manage day to day operations and maintenance related to ads and Pro API.
- Serve as a communication bridge between clients/partners and internal teams for troubleshooting issues and other operational matters.
- Prepare regular reports of progress and forecasts using key account metrics.
- Expand the relationships with existing clients by continuously proposing solutions that meet their objectives.
- Play an integral part in generating new sales that will turn into long-lasting relationships to ensure continuous revenue growth.
- Prepare proposals/business plans for securing new business opportunities

01/2019 — Present

Crypto Day Trader at Binance/Bybit

Remote

- Started to do crypto day tradings on Binance with deposits from thousands euro to more than 60 thousands euro.
 - Did BTC/EUR, ETH/EUR and also some Altcoins as well initially, experimented with futures and long trades.
- Double-cashed out before the bearish market in 2020-2021.
Current monthly profits reach more than 20% on average and P&L is very stable and profitable.

04/2022 — 10/2023

BD + Marketing Manager at Meta Game Limited(Cayman)

Remote

Binance lab Top3 Project

Marketing

- Designed overall pre-marketing plan and announcement preparation before IDO, INO and new concept development
- Email Campaign and running ads to boost growth
- Held social media events to increase brand awareness
- Drafted white paper, created business deck and all kinds materials

BD Manager

- Connected external resources including VCs, influencers, agents, exchanges and platforms
- Presented business deck to investors
- Built suitable collaboration methods between different projects and platforms

Product

- Wrote game user guide

06/2021 — 08/2022

Sales Development Representative (Fulltime) at Container xChange

Hamburg

- Cold call to hit monthly KPI, opened Asian market
- Prepared for clients for demo meeting and help completing sales
- Overachieved monthly KPI three months in row hitting 346%, 174% and 244%
- Managed and trained my team from members of 3 into 8 as a team captain
- Provided weekly team performance report in all SDRs

05/2021 — 04/2022

Local Community Representative (Freelance) at Ternoia (Polkadot French Project)

Remote

- Translated social media content into localized language
- Posted daily project activities on Instagram and Twitter
- Built fan base and increased members on Instagram and Twitter Chinese community
- Gathered information to increase influence in China market and helped with AMA preparation.

12/2018 — 11/2020

Project Manager at ANDLEU INVESTMENT IKE.

Athens

- Changed company partially-corrupted dynamics. Delivered progress report to big boss.

- Refreshed new sales record from 10 deals to 15 deals per month hitting revenue 1 million euro.
- Trained and expanded team members (agents) from 1 person to 10 within 2 months.
- Broke down client's demands.
- Arranged property-view schedule, sped up previous work pace from 1-2 days to half-day.
- Engaged in price negotiation with agents and property owners.
- Optimized company benefits by selecting purchase method, at least saved 30,000 euro per case.
- Commanded lawyer and notary to do property background check and proceed purchase process.
- Coordinated to close deals by solving property legal issue, mortgage and debt issue.

04/2018 — 11/2018

CG Director Translator & Production Coordinator at Shambala Cultural Industry Investment Co., Ltd

Beijing

- Translated animation scripts, movie subtitles, emails receiving from Pukeko Pictures and Weta Workshop in New Zealand.
- Interpreted among CG director (American), pipeline supervisor (British) and Chinese team members.
- Coordinated three ongoing projects by building precise communication.
- Promoted projects' pipeline by daily meetings and Shotgun training.
- Reported daily work result to CG director.

07/2015 — 03/2018

Blockchain Project PR at Higgs Technology Development Co., Ltd

Beijing

- Translated white paper, project PPT, leaflets, official website from Chinese to English.
- Provided speech on worldwide block chain roadshow.
- Managed social media publications.
- Increased 150 members on Telegram, Facebook 200 followers, Twitter 200 viewers and KakaoTalk 180 people in half month.
- Organized Q&A on Reddit and project exhibitions.
- Developed connections in block chain exchanges, conferences.

02 INTERNSHIPS

Dec 2014 — Jun 2015

Trading Assistant (Manager Maternity Replacement) at Peace International Business Co., Ltd

Beijing & Cardiff & Newport

- Drafted commodity inspection paperwork.
- Facilitated customer clearance.
- Organized daily morning meeting with seller (International Rectifier), packing company (Engineering Logistics Services) and shipping company.
- Negotiated contract terms on behalf of company benefits.
- Imported 100 sets of large semiconductors from UK to China in 2.5 months.
- Consolidated equipment cleaning, disassembly, packing and shipping with technical engineer.
- Enlisted packing slip, invoices and checking bill of lading.

03 EDUCATION

Sep 2011 — Jun 2015

Quanzhou Normal University

Quanzhou

Bachelor of Applied Psychology

04 HOBBIES

Cryptocurrencies: Bitcoin and Altcoin Daily Trading
Street Dancing: Hiphop, Swag and Jazz.
Music: Music festivals and gigs goer.

Filmography: 10 years addiction.-
Painting: Acrylic on paper/canvas.-

05 EXTRA-CURRICULAR ACTIVITIES

Jun 2014 — Sep 2014	Elite Volunteer, The 2014 Nanjing Youth Olympic Games Interviewed Yang yang, the champion of short track speed skating in Winter Olympic Games, and other Paralympic Olympic participants, invitation by China Daily.	Nanjing
Mar 2013 — Apr 2013	Second Price, The 19th China Daily “21st Century Coca Cola Cup” Awarded appreciation and learning opportunity from general director of Coca Cola Xiamen by visiting Coca Cola manufacturing factory.	Xiamen