

<b>Education</b>	<b>University of California Berkeley</b> , Haas School of Business, Master of Business Administration May 2016	
	<ul style="list-style-type: none"><li>• Co-Chairman, BRIDGE Asia Business Conference, VP of Programming, Launch Startup Competition/Accelerator; VP of Careers, Asia Business Club, Semi-Finalist, Halloum Negotiation Competition</li><li>• China Specialist, International consulting project; VP Diversity, PLAY Digital Media &amp; Technology Conference</li><li>• Various coursework in innovation &amp; entrepreneurship (Management of Technology Innovation, Innovative Strategies for Emerging Technologies)</li></ul>	
	<b>University of Wyoming</b> , College of Business, B.S. in Marketing, December 2009	
	<ul style="list-style-type: none"><li>• Minors in International Business and International Studies (Shanghai Study Abroad)</li><li>• Wyoming Innovations Network (<i>Tech Entrepreneur Trade Group</i>): Sales, Operations, and Communications</li><li>• Firehole Technologies, Inc.(<i>University Spinout &amp; Software Startup</i>): Marketing, PR, and Research</li></ul>	
<b>Experience</b>		
2015-Present	<b>Qeexo, Co.</b> <i>User Interaction and Touch Screen Technology Startup</i> <b>Business Development Manager</b> <ul style="list-style-type: none"><li>• Prospected and built strategic relationships with multiple Chinese mobile device manufacturers, researched future potential markets and developed new software licensing business models</li><li>• Oversaw marketing and public relations campaign to market and promote 1<sup>st</sup> commercial product launch with world's 3<sup>rd</sup> largest smartphone manufacturer, Huawei</li><li>• Revamped human operations by creating performance review system, planning &amp; organize corporate retreat event, and hiring technical &amp; administrative staff utilizing Bay Area &amp; nationwide universities</li></ul>	San Jose, CA
2012 – 2014	<b>Petroleum Equipment Company, Inc.</b> <i>Drilling and Well Servicing Rig Equipment Supplier</i> <b>General Manager</b> <b>Strategy &amp; Sales</b> <ul style="list-style-type: none"><li>• Prospected and built relationships to increase sales domestically (168%) and internationally (323%)</li><li>• Increased company net worth (35%) while transforming company from small local business to multiregional and international player (13 to 24 employees) by multi-tasking across a wide range of functions</li><li>• Developed and implemented export strategy, identified and entered new channels, and trained salespeople to increase effectiveness</li></ul> <b>Operations</b> <ul style="list-style-type: none"><li>• Developed and implemented multimillion dollar inventory control system to integrate and control 4 warehouses (1 new in 2013) and 3 new distributors by to reduce stock outs and lead times</li><li>• Reduced advertising expense (15%) by creating marketing ROI analyzation process</li><li>• Transformed and restructured the business by automating from manual processing which resulted in a 50% time savings and created a foundation to support future growth</li></ul>	Oklahoma City, OK
2009 – 2012	<b>Automation-X, Corporation</b> <i>Oil and Gas SCADA Solutions Provider</i> <b>Procurement Manager</b> <ul style="list-style-type: none"><li>• Structured and negotiated agreements for 3 top selling products (approximately 25% of Revenue)</li><li>• Create and strengthen business relationships with Chinese suppliers, increasing from 3 to 10 in 1 year</li><li>• Increased internationally sourced and developed SKUs from 5 to 22 while reducing costs by 40%</li><li>• Leveraged knowledge of Chinese culture and language on several overseas trips, during the China battery environmental shortage crises and during the global solar capacity surge to ensure adequate supply</li><li>• Conducted market and business intelligence research that improved product and company competitiveness</li></ul>	Oklahoma City, OK Salt Lake City, UT
<b>Additional</b>	<ul style="list-style-type: none"><li>• Former US Department of Commerce Oklahoma District Export Council Member</li><li>• Former full time volunteer serving Chinese immigrants in East Bay Area for 2 years</li><li>• Enjoys watching Korean dramas, talking to random strangers on the bus, attempting to tame a terrible two year old</li><li>• Advanced Mandarin Chinese (HSK Level 6), Beginner Mongolian</li></ul>	