

Zihao Zhou

Manager / Business Development Director

Boston, MA

Like challenging new tasks. Positive personality. Good at communication, experienced marketing and products specialist.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

BD/Manager / Chef Photographer

Sqz_IMAGE LLC/ This is Life LLC - Boston, MA

February 2013 to Present

6 years' photo-shooting experiences cover landscape, business, and portrait, went to all the States of US, led the company became the top photography studio in Boston Asian market. Expanded market into LA and Wuhan China which is the first company provide fully overseas services in Wuhan. 2017, Started New Media Business in China and USA. Created 4 successful Channels in China's largest social media platform "Sina -Weibo", total has more than 1 million followers. Fast react to the changes of the social media users' trends.

Channel Manager & Assistant Underwriter

China Life Property & Casualty Insurance Company - Chengdu, CN

January 2014 to March 2015

Focused on maintaining the existing customers and expanding car insurance sale and bank insurance sales; help underwriter prepare the policy for each individual property & casualty case. Expanded the business with China Development Bank, China Construction Bank and five car dealerships. Helped company increase the sales for 200K USD.

Channel Manager Assistant, Intern

China Life Property & Casualty Insurance Company - Chengdu, CN

June 2013 to August 2013

Learned the basic strategies of sales and skills of market expansion. Totally improved the car insurance sales for 80K USD during 3 months.

Volunteer

Sociology- Refugee Helping

March 2011 to April 2012

Helped refugee to relocate in New Hampshire and refugee children's academic study; collected NH's basic and real information of refugee.

"Bright Future" Supporting-Education Program July-August 2011

- As a tutor to help the left behind children with their academic learning.

International English education Department, Intern

GreatChina International Education - Chengdu, CN

June 2010 to August 2010

Teaching assistant, helped student to prepare the TOEFL and IELTS exam. Helped 30 students passed the universities' requirements.

Education

Bachelor's in Finance and Economics

Southern New Hampshire University - Manchester, NH

January 2009 to December 2013

Skills

Excel (4 years), Microsoft Excel (6 years), Outlook (6 years), PowerPoint (8 years), Photography (6 years), Adobe Photoshop (5 years), Lightroom (4 years), Cold Calling (5 years), Data Entry, Salesforce, Account Management, Sales, MS Office, Inventory Management, CRM

Awards

Principle's List

May 2011

- Principle's List; awarded to academic achievement with a cumulative GPA over 3.5.

Dean's list

May 2012

- Dean's list ; awarded to academic achievement with a cumulative GPA over 3.0

Principle's List

May 2013

Principle's List; awarded to academic achievement with a cumulative GPA over 3.5

Additional Information

SKILLS:

Microsoft Excel, Word, PowerPoint, Outlook, Photoshop, Capture One, Canon camera, Photography lights