

Summary

- Years of experience in channel development and sales
- Sales and industry analysis ability, customer process maintenance and management
- Data analysis, such as data collection, processing, analysis, presentation, etc . By excel
- Accept overtime and business trip

Job Experience

Shanghai Shiyen Management Consulting Co., Ltd

2019.10-2020.10

Senior Sales

Shanghai

- Quickly sort out the project's industry chain, industry customer analysis
- Through a variety of ways to contact the high-level for domestic and foreign target companies
- Tap the needs of customers, understand the customer's medium-and long-term marketing plan and provide fitted summit sponsorship solutions
- Sales whole process Management(Extension, Program discussion and development, contract signing, payment collection, customer maintenance, etc.)
- Event site management and support
- For first two projects in the wealth management and insurance industry, each project cycle of 3 months with 40W of total performance
- Later sales are mainly biased towards enterprises that help the digital transformation of the industry, such as digital medical, port digitization, etc.

Shanghai Fushan Trading Co., Ltd

2015.01-2019.08

Project Manager

Shanghai

- Responsible for online sales channel development with different online platform
- Management of marketing cooperation, such as talent channel
- Product quarterly, annual sales planning, market analysis and inventory management
- Analysis and summary reporting of sales data

Education

University of Sheffield

2011.09-2014.07

Electronic and Communications Engineering

Bachelor Degree

Language

English; Chinese

Certification

The Securities Qualification Certificate(SAC)

2018.12

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总结

- 多年渠道拓展和销售经验
- 销售和行业分析能力、客户全流程维护和管理
- Excel数据分析，如数据收集、处理、分析、展现等
- 接受加班和出差

工作经历

上海士研管理咨询有限公司	2019. 09-2020. 10
高级销售	上海
<ul style="list-style-type: none">• 快速梳理所在项目的行业产业链，行业内客户分析• 通过各种方式联系国内外目标公司的高层• 挖掘客户的需求，了解客户的中长期市场推广规划并提供匹配的峰会赞助方案• 销售全流程管理(拓客、方案商讨和制定、合同签订、款项催收、客户维护等)• 活动现场管理和支持• 前期做的财富管理和保险行业的两个项目，每个项目周期3个月。总业绩40W• 后期销售主要偏向于助力产业数字化转型的企业，例如数字医疗、港口数字化等	

上海福杉贸易有限公司	2015. 01-2019. 08
项目经理	上海
<ul style="list-style-type: none">• 负责线上销售渠道拓展，前期根据竞品分析入驻了具有红利期的平台• 品牌中期拓展一些特卖和清库存的渠道• 达人等营销合作管理• 产品季度、年度销售计划制定、市场分析和库存管理• 销售数据的分析和总结汇报	

教育

谢菲尔德大学	2011. 09-2014. 07
电子通讯工程 本科	
谢菲尔德国际学院	2010. 09-2011. 07
预科	

语言

英语；汉语