

BO PENG

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SUMMARY

Bilingual MS graduate with relative comprehensive business skill-set seeking a career in Business Analysis /Development. Demonstrated extensive success in International Trade, Project Management and Finance. Equipped with strong Analytical and Leadership skills, Can-Do attitude and Problem Solving ability.

- Project Management
- Business Development
- Marketing Research
- Business Strategy
- International trade
- Data Analysis

EDUCATION

Thunderbird School of Global Management (GPA: 3.62)

Phoenix, AZ, USA

M.S. in Global Management

December 2013

- Vice President - Global Supply Chain Club & Greater China Club
- Teaching Assistant - Fundamentals of Accounting; Research Assistant - Conflict Management

Northwest A&F University (Major GPA : 3.8)

Xi'an, Shaanxi, China

B.S. International Economics and Trade

July 2012

- Second Prize Winner in Simulated Import & Export Trade Competition

PROFESSIONAL EXPERIENCE

SINOTRUK Co. - Largest Heavy Truck Manufacturer in China

Jinan, Shandong China

Import & Export Intern

May 2013 - August 2013

- Cut data and files organizing time by 80%, improved efficiency significantly by creating Excel checklist linked to individual export document, resulted in optimization in working processes and work tracking.
- Assisted on second quarter sales release and created automatically updating spreadsheets, saving one workday quarterly.
- Planned and hosted 25 plant visits for domestic and foreign partners, played the role as interpreter and guide, resulting in better customer experience and development of potential business opportunities.

Students In Free Enterprise (Enactus)

Xi'an, Shaanxi China

Project Manager

August 2010 - May 2011

- Initiated "Micro-Welfare Project" that promoted date sales in GanSu Province, won 3rd prize in SIFE National Cup and boosted profit at over 120% growth rate within 9 months.
- Coordinated the establishment of a virtual shop and physical stores and cooperated with local distributors and retailers, resulting in expansion of distribution channels and decrease in cost.
- Executed Tier Pricing Strategy and updated product package, contributing to 28% increase in overall dates price and enhanced product image.

Agricultural Bank of China

Zaozhuang, Shandong China

Finance Intern

June 2010 - August 2010

- Evaluated the financial needs of customers by analyzing credit rating, annual income and family structures using Excel and SPSS, resulted in more customized offers and 28% increased sales in financial products.
- Increased the quality of customer service and satisfaction by adopting telephone return visits and promotion reminder, leading to more than 17 future purchases.

ADDITIONAL INFORMATION

Languages skills Mandarin (Native); English (Fluent); Japanese (Basic)

Computer skills Excel, Word, SPSS, Power Point, Adobe Connect, Bloomberg

Volunteer Ted Talk; Huntsman World Senior Games; WWF Youth Ambassador; ThunderCare